

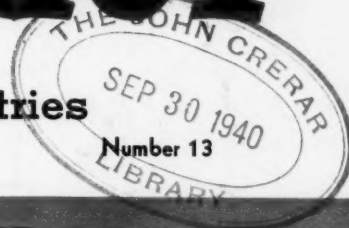
# THE NATIONAL Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 103

SEPT. 28, 1940



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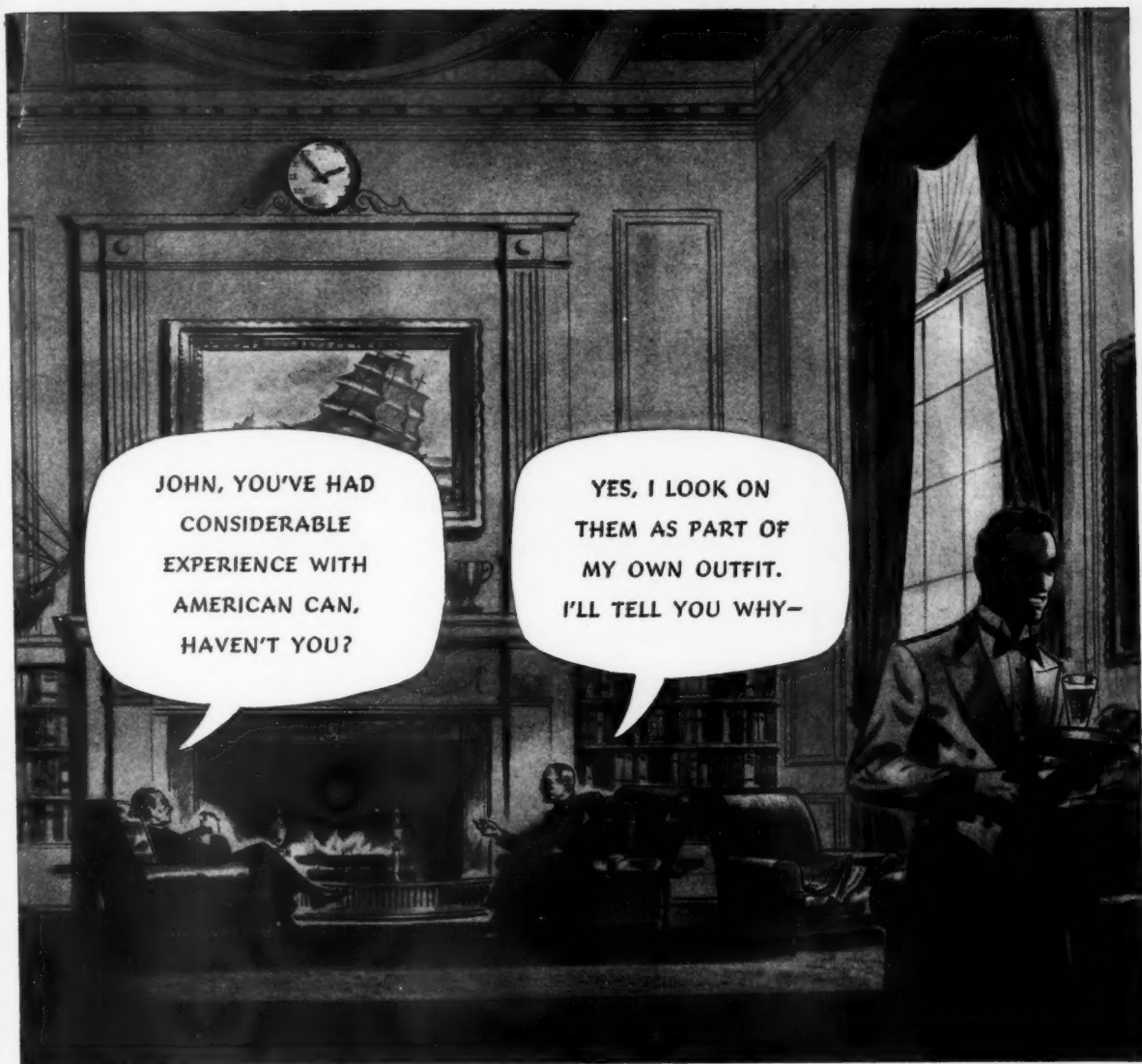
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# THE NATIONAL PROVISIONER

*The Magazine of the Meat Packing and Allied Industries*



Official Organ Institute of American Meat Packers

Volume 103

SEPTEMBER 28, 1940

Number 13

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The National Provisioner Daily Market Service reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

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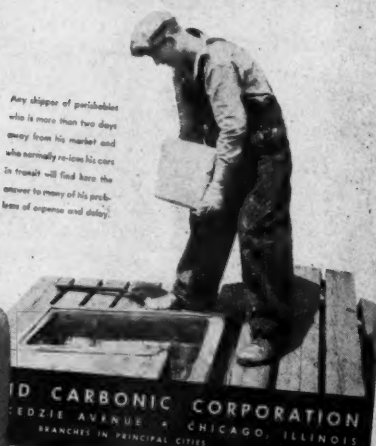


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Give your next order to your local Armour Branch House. It's a sound step in the right direction—toward better sausage and bigger sales.

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# This Week's NEWS HIGHLIGHTS

## Better Gain Reported for 830 Meat Packers in Their 1939 Fiscal Years

**D**URING their 1939 fiscal years, 830 packers subject to the Packers and Stockyards Act had a total net gain of \$52,554,525, equivalent to 6.19 per cent of their average net worth, according to a recent report by the Agricultural Marketing Service. This return was a great improvement over the showing made in 1938 when net gain was only 0.23 per cent of net worth.

Net sales of the 830 reporting packers (the group included federally inspected

slaughterers, non-federally inspected slaughterers and non-slaughterers) totaled \$3,427,311,967 in 1939, and their total income was \$3,437,295,584. Average net worth of reporting packers declined again in 1939 to \$848,523,793 compared with \$854,755,193 in 1938.

Financial results of operations of 830 packers during 1939 are shown in Table 1; comparison of operations of packers subject to the Packers and Stockyards Act, 1935 to 1939, are shown in Table 2.

TABLE 1

Group	Concerns	Average Net Worth <sup>1</sup>	Net Sales	Net Gain <sup>2</sup>
Federally inspected slaughterers.....	196	\$647,737,404	\$2,728,270,308	\$31,969,708
Non-federally inspected slaughterers.....	425	\$8,399,372	\$47,191,929	5,156,716
Non-slaughterers <sup>3</sup> .....	209	142,387,017	351,849,730	15,428,101
Total .....	830	\$848,523,793	\$3,427,311,967	\$52,554,525

<sup>1</sup>These figures represent the average of total net worth of all reporting concerns at the beginning and end of their fiscal years.

<sup>2</sup>This group includes concerns which also handle commodities other than meat food products.

<sup>3</sup>After deducting taxes and depreciation.

TABLE 2

	1935 845 concerns	1936 815 concerns	1937 808 concerns	1938 815 concerns	1939 830 concerns
Average net worth <sup>1</sup> .....	\$ 852,538,940	\$ 889,482,318	\$ 871,453,324	\$ 854,755,193	\$ 848,523,793
Total income .....	\$ 3,103,710,410	\$ 3,428,937,625	\$ 3,674,283,968	\$ 3,408,024,036	\$ 3,437,295,584
Total expenses .....	\$ 3,054,326,490	\$ 3,377,004,485	\$ 3,641,409,971	\$ 3,406,015,573	\$ 3,384,741,059
Net gain .....	49,383,920	51,933,140	32,873,997	2,008,463	52,554,525
Percentage of gain to net worth .....	5.79	5.84	3.77	0.23	6.19

<sup>1</sup>These figures represent the average of total net worth of all reporting concerns at the beginning and end of their fiscal years.

## IAMP Convention Program Has Many Valuable Features

**W**ITH the thirty-fifth annual convention of the Institute of American Meat Packers less than three weeks away, arrangements for one of the most interesting programs in the history of all Institute conventions



A. F. HUNT H. F. VEENKER

are rapidly nearing completion. The convention will be held at the Drake hotel, Chicago, on October 18 to 22.

The complete program for the engineering and construction meeting, and the operating section meeting already have been announced. With one or two exceptions, programs for the other sectional meetings also have been virtually completed. In addition to the engineering and operating meetings, other meetings scheduled are those of the accounting, livestock, sales and advertising, and chemistry sections. There also will be a meeting of the sausage division. All of the sectional meetings will be held on Friday and Saturday, October 18 and 19.

Regular convention sessions will follow on Monday and Tuesday, and the convention will close with the annual dinner on Tuesday evening. The speaker of the annual dinner, who will cover an exceptionally timely and interesting subject, will be announced soon.

At the Friday afternoon session of the chemistry and operating section meeting, A. F. Hunt of Swift & Company will be presiding chairman, and H. J. Koenig of Armour and Company will be program chairman. Such sub-

## Consumer Demand Improves As Business Tempo Quickens

Consumer demand for meats and other farm products has been increasing in recent months as general business conditions and purchasing power have picked up, the U. S. Bureau of Agricultural Economics reports in its monthly review of demand and prices. The pickup in business activity has more than offset unfavorable developments in the export situation.

The bureau says industrial production is expected to show some additional improvement during the remainder of the year, and probably will be about as high by the year-end as it was at the end of 1939. Industrial production for the year as a whole is expected to show an average gain of about 10 per cent over 1939. Industrial workers' incomes have risen more slowly than industrial activity.

The U. S. Department of Commerce in its latest weekly survey of current business reports that the tempo of business activity was accelerated in the first half of September as the influence of defense purchases became more widespread and the automobile industry again swung into large-scale production.

Wholesale commodity prices in the United States have advanced moderately since mid-August, says the B. A. E., rising about 3 per cent. Government purchases for defense have been an important price influence in some lines, but private buyers also have increased their activity, partly in response to improved consumer demand. Price advances after mid-August included a wide range of industrial raw materials and finished goods, but the largest gains were in meat, livestock and other farm and food product prices.



jects as bruise prevention, non-productive labor, protecting pork cuts in the freezer.

In a general review of many operating problems, H. F. Veenker of John Morrell & Company will present information on which superintendents of meat packing plants constantly are seeking information. Subjects to be covered include the control of heated rounds and rumps in beef, relative merits and possibilities of sawing versus splitting cattle back bones, possible improvements in hide curing methods, defrosting methods, cleaning smokehouse walls, and product identification through branding and banding.

R. M. Conner, United States Cold Storage and Ice Co., will discuss the various methods of controlling shrinkage, development of rancidity, and the incidence of freezer burn when pork cuts are stored in a freezer.



R. M. CONNER

During his talk, Mr. Conner will show moving pictures of one method of protection—glazing cuts with a coating of ice. In a discussion of non-productive labor, J. B. Gray, editor of THE NATIONAL PROVISIONER, will present a time-study of a specific operation in a meat packing plant which will illustrate the effect non-productive labor has on packinghouse products. He will present some possible methods by which non-productive labor can be reduced.

H. R. Smith, general manager of the National Live Stock Loss Prevention Board, and James M. Coyner, Armour and Company, will give a complete discussion of the prevention of bruises to livestock. Mr. Smith's part of the discussion will cover bruise prevention at the farm and enroute to the plant. Mr. Coyner will present some of the possibilities of preventing the bruises after the livestock arrives at the plant.

At the engineering and construction section meeting on Saturday morning, Allen McKenzie of Wilson & Company will be presiding chairman, and H. P. Henschien of Henschien, Everds, and Crombie will be program chairman. "Depreciation in installed insulation" will be the subject of a talk by E. J. Ward, United Cork Companies. Mr. Ward will discuss the type and extent of depreciation of the insulating qualities of installed insulation and how this depreciation can best be minimized.



H. P. HENSCHIEN

The significance of pH in refrigeration  
(Continued on page 37.)

# 35<sup>TH</sup>

# CONVENTION

## Number

**COMPLETE** official report of the 35th annual convention of the Institute of American Meat Packers, including proceedings, description of exhibits and other events—fully illustrated—will appear in the Official Packers' Convention Number of THE NATIONAL PROVISIONER following the convention.

*Extra copies of the Convention Number must be ordered in advance. Price, single copies, 75c each. Five copies or more, 50c each.*

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### Record List of Exhibits

Packers attending the convention will find the largest group of exhibits ever assembled.

A complete list of exhibitors follows:

#### Booth No.

- 1, 2, 3.—Sausage in Natural Casings, Chicago.
- 4.—Denman Tire & Rubber Co., Warren, O.
- 5.—Vilter Manufacturing Co., Milwaukee, Wis.
- 6, 7.—H. J. Mayer and Sons Co., Chicago.
- 8 to 12.—E. I. du Pont de Nemours & Co., Cellophane division, Wilmington, Dela.
- 13.—Jacobs Bros. Co., Brooklyn.
- 13A.—Robbins & Burke, Inc., Cambridge, Mass.
- 14 to 16.—Kold-Hold Manufacturing Co., Lansing, Mich.
- 16A.—Carrier Corporation, Syracuse.
- 17, 18.—U. S. Slicing Machine Co., LaPorte, Ind.
- 19.—American Agricultural Chemical Co., Detroit, Mich.
- 20.—Cincinnati Butchers' Supply Co., Cincinnati, O.
- 21, 22.—Wm. J. Stange Co., Chicago.
- 23.—The Specialty Manufacturers Sales Co., Chicago.

- 24.—Corn Products Sales Co., New York, N. Y.
- 25.—Huntington Laboratories, Inc., Huntington, Ind.
- 26.—Shellmar Products Co., Mount Vernon, O.
- 27.—Ken-Rad Tube & Lamp Corp., Owensboro, Ky.
- 28.—Wilson & Co., Chicago.
- 29.—Henry Muhs Co., Passaic, N. J.
- 30.—Great Lakes Stamp & Mfg. Co., Chicago.
- 31.—Warfield Company, (Thomson & Taylor Division), Chicago.
- 32.—The National Provisioner, Chicago.
- 33.—Interstate Folding Box Co., Middletown, O.
- 34.—Meat Magazine, Chicago.
- 35.—Horder's, Inc., Chicago.
- 36.—Sausage Manufacturer's Supply Co., Milwaukee, Wis.
- 37.—Schwarz Paper Co., Chicago.
- 38.—Identification, Inc., Chicago.
- 39.—Davis Publications, Chicago.
- 40.—Liquid Carbonic Corp., Chicago.
- 41.—Westinghouse Elec. & Mfg. Co., Bloomfield, N. J.
- 42.—Worcester Salt Co., New York.
- 43.—Lehigh Safety Shoe Co., Allentown, Pa.
- 44.—Continental Electric Co., Newark.
- 45.—Lou Menges & Associates, St. Louis, Mo.
- 46.—Dewey and Almy Chemical Co., Cambridge, Mass.
- 47.—Arkell Safety Bag Co., New York.
- 48.—Pure Carbonic, Inc., New York, N. Y.
- 49.—Fish Oven & Equipment Co., Beloit, Wis.
- 50.—B. H. Bunn Co., Chicago.
- 51.—Aluminum Cooking Utensil Co., New Kensington, Pa.
- 52.—Thomas Truck & Caster Co., Keokuk, Ia.
- 53.—The John J. Dupps Co., Cincinnati, O.
- 54.—Sperti Electric Mfg. Corp., Cincinnati, O.
- 55.—National Bundle Tyer Co., Blissfield, Mich.
- 56, 57.—Milprint, Inc., Milwaukee, Wis.
- 58.—Dennison Manufacturing Co., Framingham, Mass.
- 59.—John E. Smith's Sons Co., Buffalo, N. Y.
- 60.—Diamond Crystal Salt Co., St. Clair, Mich.
- 61.—Exact Weight Scale Co., Columbus, O.
- 62.—The French Oil Mill Machinery Co., Piqua, O.
- 62A, 62B.—Allbright-Nell Co., Chicago.
- 63.—Griffith Laboratories, Chicago.
- 64.—Seaslic, Inc., Chicago.
- 65.—The Globe Co., Chicago.
- 66.—V. D. Anderson Co., Cleveland, O.
- 67, 68.—United Cork Companies, Kearney, N. J.



# SUGAR'S FUNCTION IN THE CURING OF MEAT

## Effect on pH, Penetration, Disappearance in Curing

AT THIS point it is necessary to discuss the effect of sugar on the acidity of cured meats. The acidity present in meats and other biological material is usually expressed in terms of pH, a term which will not be defined exactly but has to do with the exponent of a mathematical expression of the concentration of hydrogen (H) ions which are one of two factors affecting acidity. The other factor is the concentration of hydroxyl (OH) ions.



C. R. MOULTON

When these are equal, the substance (usually a solution, fluid, or juice) is neutral and the pH is 7.0. As the H ions increase, the acidity increases and the pH falls to 6.0, 5.0, and lower in meats. If the OH ions are in excess, the acidity decreases (the alkalinity increases) and the pH goes to 8.0, 9.0, 10.0 or higher.

In terms of pH, fresh meats are more acid than cured meats. Spoilage at first lowers the pH (more acid is produced), but finally enough ammonia is produced from the nitrogenous matter present (protein) to neutralize the acidity.

The accompanying tables contain data obtained from many sources. Table 1 gives the pH of fresh meats, including some in various stages of spoilage. At slaughter, fresh meat is slightly al-

By C. ROBERT MOULTON

Consulting Editor, *The National Provisioner*

### II.

kaline. Thereafter the acidity is seen to increase (pH becomes lower), but if spoilage starts, the pH steadily in-

TABLE 1.—ACIDITY IN FRESH MEATS

Kind of Meat	Condition	pH	Investigator
Beef	Fresh	5.1-5.96	Creuse
	Stored 1 day	5.3-6.2	Creuse
	Stored 2 days	4.1-6.15	Creuse
Muscle	Before chilling and storing	7.2-7.4	Greenwood and Griffin
	Stored 12-24 hours	5.3-5.8	Greenwood and Griffin
Ham	Uncured after chilling	5.4-6.4	Callow
Meat	Stored at 60° F		
	1 day	5.8	Brotsu
	3 days	5.9	Brotsu
	4 days	6.0	Brotsu
	5 days	6.3	Brotsu
	6 days	6.6	Brotsu
	8 days	7.1	Brotsu

TABLE 2.—ACIDITY OF CANNED MEATS

Kind of Meat	pH	Investigator
Tripe with milk	6.5-6.6	Cameron
Brains	6.5	Cameron
Potted Meat	6.5	Cameron
Vienna sausage	6.3-6.4	Cameron
Roast beef	6.0-6.1	Cameron
Corned beef hash	6.0	Cameron
Canned spiced ham		
meat	6.0-6.4	Moulton
juices in can	5.7-6.1	Moulton
Canned spiced ham		
partly spoiled meat	5.1-6.0	Moulton
juices in can	4.7-5.7	Moulton

creases due to the fall in the acidity.

Curing and canning processes have

an effect on the pH of meats. In Table 2 are presented data on various cured and uncured canned meats. Some slightly spoiled canned spiced ham samples are included. These are more acid (lower pH) than the normal canned spiced hams. The canned cured meats have a lower pH than the uncured meats, and the juices around the canned spiced ham have a lower pH than the meat itself.

Some of the factors affecting the acidity of the curing pickle have been studied by Greenwood and Griffin working under Dr. W. Lee Lewis of the Institute of American Meat Packers and aided by funds from the Corn Industries Research Foundation. In this experiment five lots of hams were put down using the pickle formulas regularly employed in the plant with the exception of the sugar. No sugar was added to one lot, and to one each of the remaining four lots, 20 lbs. per 100 gals. of crystalline sucrose (cane or beet sugar), crystalline dextrose, 70-deg. sugar, and 43-deg. corn syrup, respectively, were added. About 150 lbs. of hams were cured in each vat using the usual two to one ratio for meat to pickle.

TABLE 3.—DEVELOPMENT OF ACIDITY IN COVER PICKLES

Type of Sugar	Days in Cure	pH
All Types	0	7.0
	5	6.2
	10	6.3
	15	6.2
	25	6.0
No sugar	35	6.0
Dextrose	35	5.85
Sucrose	35	5.65
No sugar	45	7.0
Dextrose	45	5.6
Sucrose	45	5.4
No sugar	53	7.4
Dextrose	53	5.75
Sucrose	53	5.65

The development of acidity in the pickle was followed throughout the cure of 53 days. Table 3 gives the results. For the first 25 days of the curing period the pH was independent of the type of sugar used and even the absence of the sugar in the cover pickle had no effect. Evidently the hams in the vats controlled the acidity. With further time in cure the cover pickle containing no sugar lost its acidity and finally showed an excess of alkalinity (pH 7.4). Dextrose, sucrose, and the 70-deg. corn sugar (not given in the table) showed a continued increase in acidity until near the end when the acidity fell. The differences in pH were slight. However, the 43-deg. corn syrup showed a marked rise in pH from the fortieth day of cure on, reaching a high point of about 6.8.

These results indicate that the pres-



PACKERS HAVE SCIENTIFIC BASIS FOR CURING PROCEDURE

Much is now known of the chemical and biological processes which go on in the meat and pickle during curing.

## BASIC CURING DATA

**SUGAR'S** flavor value in cured meats, its masking effect and its influence on cured meat flavor through its relationship with bacteria in the meat and curing pickle, were discussed in the first article of this sugar series.

The effect of sugar on meat acidity (pH) and the utilization of sugar in the curing process are treated in this installment; the final article will deal with the important role played by sugar in color development and color stabilization in cured meats.

ence of sufficient sugar does affect the acidity of cover pickles as the cure progresses, keeping the pH between 5.4 and 5.8 with little difference attributable to the type of sugar. The 43-deg. corn syrup gave about 0.5 per cent of sugar in the pickle near the end of cure, and this was not enough to control the pH.

The concentration of the sucrose and dextrose in the two cover pickles employing those sugars fell from 2 per cent at the beginning to about half that amount at the end, the value for sucrose being 0.9 per cent and for dextrose 1.2 per cent. During the first 36 to 38 days of the cure, the dextrose was utilized (disappeared from the cover pickle) more rapidly, but on about the thirty-fourth day the sucrose began to disappear rather rapidly and passed dextrose in this respect.

### What Happens to Sugar

The question now arises whether the sugar that disappeared from the cover pickle had entered the meat, or whether it had been used by microorganisms during fermentation. This question cannot be answered from the data obtained from this experiment, but will be answered later.

These experiments also furnished data concerning the rate of penetration of sucrose and dextrose into pork tissue. Figures on concentration in the paragraph immediately above would indicate by inference that both sugars entered the meat at about the same rate in terms of percentage. Other evidence obtained bears this out. Dr. Lewis pointed out, however, that the dextrose molecule is about half as large as the sucrose molecule and it weighs half as much. Therefore, to give the same percentage concentration in cured meats, the molecule of dextrose would need to penetrate into the flesh twice as rapidly as sucrose (two molecules of dextrose to one molecule of sucrose) to keep the percentage concentration about equal.

Part of the answer to the question of the use made of sucrose can be obtained

from the change to invert sugar which occurs in pickles made with sucrose. The data obtained from this experiment showed that after about 12 days the presence of reducing sugars was noted in the sucrose vat. At the end of 36 days about 0.2 per cent reducing sugars was present and this value mounted steadily to about 0.7 per cent at the end of the cure. By adding 0.7 per cent and 0.9 per cent (the sucrose remaining) one finds a total of 1.6 per cent. What happened to the other 0.4 per cent? Again these data will not furnish an answer.

Bacterial counts and yeast counts were made on all five cover pickles at various stages during the cure. In all cases both classes of microorganisms increased. In the case of no sugar and the 43-deg. corn syrup, the bacterial counts mounted rapidly after 35 to 40 days in cure and were very high at the end. However, near the end of the curing period the numbers of yeast colonies fell very rapidly, probably because their normal food (carbohydrate or sugar, from pickle or meat) was present in too low concentration to support their growth. The other sugars used kept the counts within a normal range (about 15 millions per milliliter for the bacteria and 3 to 6 millions for the yeasts).

Sugar is an expensive ingredient and a packer should be careful not to throw it away or allow too much of it to be fermented by microorganisms or to remain unused in the curing vat. The amount absorbed by the meat is limited,

quantity lost by the cover pickle, of course taking into account the amount furnished by the pump pickle. Dr. Lewis has estimated that the amount fermented or otherwise unaccounted for may vary from 0.2 to nearly 50 per cent, depending on the amount of fermentation which seems not controllable.

When the sucrose content of the cover pickle was increased from 10 to 20 to 30 lbs., the percentage disappearing increased from 15 to 20 to 30 in one set of experiments. His experience also shows that the per cent of inversion of cane sugar in cover pickles increases with the length of the cure, and may amount to as much as 60 per cent in some cures.

### Some Facts About Sugar

Cane and beet sugar have been identified as sucrose in the above discussion. Mention has been made of invert sugar and dextrose. Sucrose is a sugar with a molecule (the smallest particle obtainable) twice as large as dextrose. Sucrose is not a reducing sugar, that is, it does not reduce certain chemical agents used in its determination and does not help prevent oxidation resulting from the presence of oxidizing bacteria or oxygen of the air. It also does not insure the maintenance of reducing conditions (preventing oxidation or even the reversing of oxidation).

When sucrose is treated with certain acids or enzymes it is broken in half and forms equal parts (or one molecule forms one molecule each) of dextrose



### SUGAR IMPORTANT IN CURING OPERATIONS

Sugar can be wasted or used too sparingly in curing. Its correct use has indirect and direct influence on the quality and characteristics of the finished product.

as has been shown. Dr. Lewis favors the use of 20 lbs. of sugar per 100 gals. in the pump pickle and 10 lbs. in the cover pickle. Others may prefer more or less. Use of much less is not wise, but much more is wasteful and unnecessary.

The experience of Dr. Lewis and others has shown that both dextrose and sucrose disappear during sweet pickle curing, and that the amount absorbed by the meat fails to account for the

and levulose. This resulting mixture of sugar is known as invert sugar. Corn sugar is largely dextrose. Pure crystalline corn sugar is 100 per cent dextrose. Honey is rich in levulose, which is much sweeter than sucrose, which in turn is sweeter than dextrose. Raisin syrup contains both dextrose and levulose, but much less of the latter than does honey.

Some microorganisms are particular about the kind of sugar they use, but

(Continued on page 37.)

# DEALERS PLAY IMPORTANT PART AS CAMPAIGN BEGINS

## Problems Beset Sectional Meat Promotion Work

THE advertising and sales program of the American meat packing industry now is under way. The first of a long series of advertisements planned to reach the majority of American meat consumers appeared in *Life* magazine on September 27. Before the week is over, that issue of *Life* probably will have been read by approximately 20 million potential meat consumers.

With the appearance of this first advertisement, which features a poem by Eddie Guest, "Meat on the Table," and outlines many dietary and other facts as to why meat should be eaten more often, the store advertising material tying in with this advertisement and others which follow is being displayed in thousands of retail stores throughout the United States.

The same advertisement will follow in *The Saturday Evening Post* on October 5. Other advertisements appear soon in such leading popular magazines as *Cosmopolitan*, *Ladies' Home Journal*, *Woman's Home Companion*, *Collier's*, *Liberty*, *Look* and many others.

### Packers Start Own Drives

According to reports from participating companies, meat packers already have put into motion extensive and complete individual advertising programs tying in with the national effort of the Institute of American Meat Packers. Store advertising material, newspaper advertising, radio advertising, and other promotional efforts of their sales organizations will begin simultaneously with the institutional program. In addition to store advertising material, the Institute also is furnishing mats to individual participating companies and retailers as a further aid in tying in with the program. Thousands of pieces of this material already have been distributed.

Five large illustrated over-the-wire hangers are included in the first store advertising kit for dealers. These hangers feature a cooked meat dish of one cut from each of the principal four classes of meat, in addition to a large banner stressing the importance of all meat as a nutritious and appetizing part of the diet. Although the over-the-wire material ties in specifically with one

of the Institute's advertisements, "Meat Builds Them Up for the Battle of Life," it also stands alone as a creative and important advertising message at the point of sale.

Also tying in with some of the Institute's national advertisements is a two-color poster quoting two stanzas from the Eddie Guest poem. Another brightly-colored illustrated piece which dealers soon will be displaying in their stores is a pork sausage poster, "Wake Up and Eat." This poster should aid dealers in reminding housewives that a new pork sausage season begins with the fall. Two of the Institute's forthcoming advertisements will feature pork sausage.

Other sales aids are included in the first promotional kit, among them being a number of six-page recipe leaflets. These contain recipes for preparing many cuts of meat and some pork sausage ideas. Several price cards for individual cuts of meat also are included.

First campaign ads appeared in 150 newspapers throughout the country on September 25, 26, 27 or 28 depending on the dates of their weekly food pages.

THE merchandising problems created by cooperative promotion of fresh meats under a name indicating the city or state of their origin, are thrown into bold relief by two instances recently brought to the attention of THE NATIONAL PROVISIONER. One case concerns "Kansas City steaks"; the other, "Sooner Select sirloin," launched with wide publicity in Oklahoma last spring.

Saluting the local meat industry last year during the city's annual Trade Week promotion, the advertising club of Kansas City stirred up widespread interest in the familiar Kansas City steaks, issuing articles describing what part of the carcass they were derived from, their proper thickness and other qualities. Inquiries were received from a number of other cities.

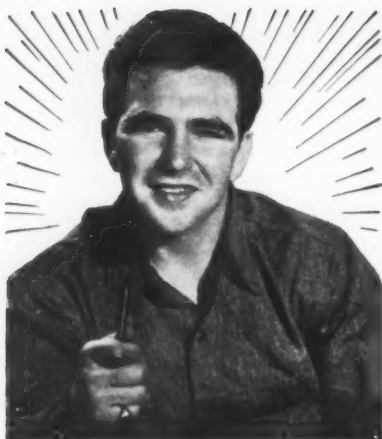
Kansas City trade executives considered such publicity highly desirable. Packers operating in the area, however, objected to the promotion on the ground that it might create too great a demand for this particular type of steak, causing other cuts to suffer accordingly. They did not participate in Trade Week activities, which included special displays of local products in downtown

The collage displays various promotional materials for the meat campaign. At the top left, there are four small posters for BEEF, PORK, LAMB, and VEAL, each with the slogan "BUILDS YOU UP". To the right is a large poster titled "MEAT builds them up for the BATTLE OF LIFE" featuring a man and a woman. Below this is a "ASK FOR FREE RECIPES" card. In the center, there is a poster titled "Meat on the table" by EDGAR A. GUEST, with a quote: "I sing this glorious land of ours, Its meat cuts and steaks, Its tender garden, cut with flowers, Its plums and apples. Here your ambitious boy may be Our President if he's able, But what spells U.S.A. as he is? 'Meat on the table!'" To the right of this is a "Over-the-wire poster" showing a grid of meat cuts: POT ROAST, LAMB CHOPS, PORK SAUSAGE, PORK LOIN, and VEAL ROAST. Below the "Meat on the table" poster is a "Window or wall poster" showing a man and a woman. At the bottom, there is a "Recipe folders" section with several recipe cards, including one for "PURE PORK SAUSAGE" and another for "PORK".

### CAMPAIGN STORE MATERIAL

Here are samples of point-of-sale displays and literature being distributed to retail meat dealers in the current meat campaign sponsored by the Institute of American Meat Packers. Window posters and over-the-wire streamer tie in closely with magazine advertising to appear in the next four months; product price cards urge the housewife to ask the dealer for the free recipe folder for meat dishes.





## We've gone beyond the "squeal" to save Money

● "Saving everything but the squeal" doesn't go far enough these days. In modernized packing plants, they are saving still more money with up-to-the-minute handling methods—moving loads by push-button in killing rooms, belly pack departments, handling "city fats" from truck to charging deck, etc. If you are really "out" after profits, start now to save time and increase production in the space you have.

# PH #HEVI-LIFT HOISTS

## FOR SLAUGHTER HOUSE SERVICE



★ P&H engineers are familiar with the material handling problems in the meat packing industry. They can show you ideas which may save you thousands of dollars a year. Have one call. Or ask us to send you Bulletin H-17. General Offices: 4573 West National Avenue Milwaukee, Wisconsin

# HARNISCHFEGER CORPORATION

HOISTS • WELDING ELECTRODES • MOTORS • LIGHTING • ELECTRIC COOKERS • AND VALVES

stores, and declined to take part in this year's observance, which begins September 30.

Sooner Select sirloin is reported to be having its troubles in Oklahoma, primarily because no particular cut was designated and because some of the steaks offered by hotels and restaurants under that name have not been of the quality expected.

"My understanding was that the Sooner Select sirloin campaign was to establish a high grade steak," commented a prominent Oklahoma City restaurateur recently, "which would take the place, in Oklahoma, of the Kansas City steak, which always means a special cut of select meat. There was not enough explanation given to the hotel and restaurant trade in that regard.

"Time and again I have heard people relate how they ordered Sooner Select and got a low grade steak. This was particularly true in smaller towns out over the state. It seems to me that one particular steak should have been designated."

Questioned about the apparent lack of enthusiasm for Sooner Select sirloin, John R. Baker, head of the Oklahoma National Stock Yards Co., said: "It is my impression that the campaign has not failed. It has just struck a lull."

## PACKERS' SALES HIGH

Reflecting strong domestic demand and some further buying by government agencies, tonnage of packing-house commodities sold in the United States rose more than seasonally in August to the highest level since January, the Federal Reserve Bank of Chicago reports. Sales were about one-fifth larger than current production, which was considerably higher than average for August, but the smallest of any month since September, 1939. Dollar sales increased to a somewhat lesser extent than did tonnage sales. Industry payrolls at the close of

## SPURS GOBEL'S BACON SALES

New streamlined bacon box used by Adolf Gobel, Inc., New York packer, to display company's bacon to retail customers, offers a distinctive design and high visibility. Its color is a rich chrome green, broken by white bands and the Gobel seal within an octagon. Bacon in box is packed in 8-oz. cellophane window cartons. The new box was developed jointly by J. Gormley, Gobel advertising manager, and Standard Folding Cartons Co., which manufactures it.



August and production in the first half of September remained above the corresponding period of 1939.

August shipments for export were relatively light until the closing weeks of the month. New business with the United Kingdom and continental Europe remained practically at a standstill. Trade with Puerto Rico was disappointing during August; that with most other parts of Latin America continued on a level with July.

## Canadian Bacon Shipments Up as Hog Runs Increase

MONTREAL.—Volume of bacon and hams leaving Canadian packing plants for export amounted to 8,278,227 lbs. in the week ended September 7 compared with 9,205,624 lbs. in the previous week, 8,365,005 lbs. two weeks ago and 6,527,211 lbs. in week ended August 16. These shipments are well above the quota of 5,600,000 lbs. weekly which Britain agreed to take. The Canadian Bacon Board decided some weeks ago to take all the bacon the packers could produce as British demand for product increased.

That the heavier bacon purchases by Britain did not come any too soon is indicated by the sharp rise in hog marketings in the week ended September 12. The total was 108,498 head against 85,762 a week earlier and 86,591 head two weeks earlier. The increase was 49,091 hogs, or 83 percent compared with the corresponding period in September, 1939.

It is expected that these runs mark the beginning of the heavier shipments which will see marketings reach new highs during the remainder of this year and early months of 1941. An increase of over 40 percent is expected since the 1940 spring pig crop was 39 percent greater than in 1939 and farmers also report an increase of 27 percent in the number of sows expected to farrow in the fall of 1940.

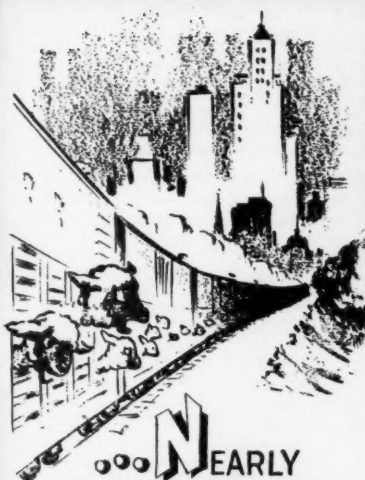


# DID YOU KNOW THAT...

...IN  
**JAMESTOWN**  
IN 1611, TO KILL LIVE-  
STOCK WAS A  
**CAPITAL**  
**OFFENCE?**



THAT'S WHAT HE  
GETS FOR  
KILLING A COW!



...NEARLY  
ONE HALF OF ALL  
THE **LAMB** EATEN IN  
THE UNITED STATES IS  
CONSUMED IN THE  
STATES OF NEW YORK,  
NEW JERSEY AND  
PENNSYLVANIA  
?



...Meat from  
elephant legs is so  
sweet that sugar  
is made from it  
in Persia ?

## AND DID YOU KNOW THAT...

... Bemis Parchment Lined Bags are real sales stimulators for sausage and uncooked ground meats? That the genuine vegetable parchment lining prevents a greasy, sweaty appearance and seals in the flavor of the meat? That clear-cut Bemis printing of your name and trade-mark on the white muslin gives your meat a powerful identification mark? That Bemis Parchment Lined Bags are easier to fill because they have round bottoms and only one end to fill? Write for samples and prices.



## BEMIS BRO. BAG CO.

420 Poplar Street, St. Louis, Mo.

OFFICES: Boston • Brooklyn • Buffalo • Chicago • Denver • Detroit • East  
Pepperell • Houston • Indianapolis • Kansas City • Los Angeles • Louisville • Memphis  
Minneapolis • New Orleans • New York City • Norfolk • Oklahoma City • Omaha  
Peoria • Pittsburgh • Salina • Salt Lake City • San Francisco • Seattle • Wichita

# PROCESSING *Methods*

## Smoked Meat Loaves

An Eastern sausage manufacturer wants formulas for meat loaves which have a good, smoky flavor. He writes:

Editor THE NATIONAL PROVISIONER:

We would like to try out a couple of smoked meat loaves and find out how our customers like them. Do you have formulas for such products?

Following are formulas for two meat loaves which are smoked after cooking:

**COCKTAIL LOAF.**—It is possible to change the form of this loaf to achieve novelty and variety. The meat base consists of:

40 lbs. pork trimmings, 75 per cent lean  
30 lbs. boneless bull meat  
30 lbs. beef trimmings

All meats are ground separately through  $\frac{3}{8}$ -in. plate and twice through  $\frac{1}{2}$ -in. plate. Mix for 5 to 6 minutes with ready-mixed cure or following curing ingredients:

3% lbs. salt  
12 oz. refined corn sugar  
2 oz. sodium nitrate  
 $\frac{1}{4}$  oz. nitrite of soda

At same time add slowly:

3 oz. white pepper  
 $\frac{1}{2}$  oz. nutmeg  
 $\frac{1}{4}$  oz. ginger  
1 oz. sage  
2 oz. cardamom  
2 lbs. dry milk solids  
5 lbs. binder flour

After meats and other ingredients have been mixed, the mass is stuffed in loaf molds or retainers, covered tightly and held in cooler overnight. Next morning the loaves are held at room temperature for several hours and are then cooked in molds for at least 3 hours at 160 degs. Cool for 12 hours and remove from retainers. After holding at room temperature for 2 hours, the loaves are smoked in clear smoke for 1 hour at 115 degs. F.

Following smoking, loaves are fried in deep fat for 1 minute at 435 degs. F. This loaf may be dipped in gelatin and stuffed in an artificial casing or wrapped in parchment or transparent cellulose.

Product may be varied by adding  $3\frac{1}{2}$  lbs. blanched pistachio nuts and  $2\frac{1}{2}$  lbs. finely diced pimientos to formula. Meat mixture is stuffed in loaf molds lined with caul fat.

### OLD DOMINION BAKED LOAF.

This is a baked pork and veal loaf with a smoky flavor. It is smoked after baking and may be coated with a prepared ham coating and topped with cloves. Meat formula calls for:

45 lbs. cured lean pork trimmings  
20 lbs. cured veal clods  
10 lbs. S. P. belly trimmings (heavily smoked)  
25 lbs. cured veal trimmings

Grind lean pork and veal clods through 1-in. plate and belly trimmings through  $\frac{3}{8}$ -in. plate. Put veal trimmings in silent cutter and add 5 lbs. dry milk solids or other binder during cutting. All meats are then mixed with ready-prepared seasoning or the following seasoning ingredients may be used if desired:

3 oz. granulated sugar  
2 oz. dextrose  
 $\frac{1}{4}$  oz. maple flavoring  
 $2\frac{1}{2}$  oz. worcestershire sauce

Fill meat mixture in well-greased loaf molds and top with whole cloves. Bake at 350 degs. F. for 1 hour and 275 degs. for 45 minutes. Remove from mold and brush with prepared ham coating or glaze made by the following formula:

$\frac{1}{2}$  lbs. commercial gelatin  
1 lb. sugar  
7 lbs. boiling water

Bake loaves for an additional 15 minutes out of the mold at 200 degs. F. and then place on screens. Smoke at 150 degs. F. for 1 hour, or until the de-

sired color is obtained. Hold loaves at room temperature overnight. If desired, the loaves may be brushed with prepared ham coating after being placed in loaf pans, but before baking.

## Sour Thuringer

A mideastern packer wants to make a thuringer with a sharp flavor. He writes:

Editor THE NATIONAL PROVISIONER:

We would like to make a good thuringer, predominantly beef, with a sharp flavor. Can you tell us how?

The following formula will make a product which may be finished in the dry room or in the smokehouse. The following meats are required:

80 lbs. lean beef chucks  
20 lbs. pork back or shoulder fat, 100 per cent fat

Grind beef once through  $\frac{1}{2}$ -in. plate and cut back fat in small pieces. Spread the following seasoning and curing ingredients

3 lbs. 6 oz. salt  
8 oz. sugar  
8 oz. white pepper  
2% oz. sodium nitrate  
 $\frac{1}{4}$  oz. nitrite of soda

over the ground beef and chop once more through the  $\frac{1}{2}$ -in. plate. Mix the materials for 2 or 3 minutes and shelve in cooler. Hold from 48 to 72 hours at 38 to 40 degs. F.

After curing, remix for 3 minutes with 4 or 8 oz. of mustard seed and 6 oz. of 90 deg. vinegar. Stuff in sewed hog bungs and hold in cooler for 48 to 72 hours. Hold at room temperature for a short time and smoke at 80 to 100 degs. F. for 24 hours. Hang in dry room at 55 to 60 degs. F. for 24 hours.

If no dry room is available the sausage should be finished in the smokehouse. Temperature should be held at 90 to 95 degs. F. for 72 to 80 hours.

Pork used in this sausage need not be refrigerated or otherwise treated if it is 100 per cent fat. Pork containing muscle tissue should be handled in accordance with B. A. I. regulations.

## S. P. FATS IN SAUSAGE

The sausage department can use a certain amount of S. P. fat which it might otherwise be necessary to render. A fat cuber can be used to cut up the fat for bologna and other sausage and loaf products. The processor gets a much greater return from such fat when it is used in sausage than when it is rendered.

## The Causes of and Remedies for

# SAUSAGE MOLD

Mold and discoloration are troubles that bother every sausage maker.

To eliminate spoilage, which may appear in one form or another, THE NATIONAL PROVISIONER offers its "22 Commandments for the Sausage Maker."

For a reprint of these commandments send the following coupon with 10 cents in stamps.

THE NATIONAL PROVISIONER:

407 So. Dearborn St., Chicago, Ill.

Please send me reprint on "22 Commandments for the Sausage Maker."

Name .....

Street .....

City .....

Enclosed find a 10c stamp.

# How to Maintain Close Control On Receivables and Collections

By F. W. WALLER\*

**C**ONTROL of accounts receivable is one of the small packer's biggest problems.

Some packers have solved this problem satisfactorily; their collections are made on regular schedule, dealers are not allowed to exceed their credit limits and accounts are turned over on a weekly basis.

Each account on the packer's ledger should be given a definite credit limit and a rating as to his ability to pay. It is not always wise to let the customer know his credit limit, which should be used as a warning or stop signal. The dating of accounts is very important and should be followed closely; passed dating usually indicates inability to pay.

A monthly report embodying the following information is useful to keep

good, showing \$1,442.90 more collected than sold. However, the turnover of accounts is somewhat slow. A report of this kind gives the packer a clear picture of the status of his accounts and collections. It can be broken down by salesmen and territories if more details are desired.

Startling facts are sometimes turned up by another type of credit analysis. A list of accounts which are slow pay, but which are buying in good volume, are analyzed in the manner shown in Table 2.

After you have completed the list, total the items and see what relation they bear to all receivables. You may change your mind about the desirability of some of these accounts. While it requires considerable work, it might be worth while to analyze all of your accounts by this method.

Date	Total Sales Cumulative	Total Sales	Cash Sales	Credit Sales	Collections	Accounts Receivable
12-1	\$1,365.02	\$1,365.02	\$181.07	\$1,183.95	\$ 986.33	\$15,541.72
2	1,695.14	330.12	45.34	284.78	48.52	15,778.00
4	2,137.00	441.86	53.27	388.59	1,547.06	14,619.53
5	3,306.90	1,169.90	133.51	1,036.39	556.85	15,099.07
6	3,757.84	450.44	98.62	351.82	880.78	14,570.11
7	5,154.15	1,396.81	167.07	1,229.74	2,206.40	13,593.45
8	6,255.03	1,100.88	101.90	998.98	493.59	14,098.84
Weekly Total		4,890.11	599.71	4,290.30	5,733.20	

track of sales, collections and turnover of accounts receivable in relation to sales. It forms a good basis for comparison. Collections for this week were

The money you have tied up in accounts receivable represents the life blood of your business and needs your closest personal supervision.

Customer's Name	Date 3/1/40	SALES	COLLECTIONS	Balance at end period	CREDIT		Rating			
		Amount Average 7 wks.	Amount Average 7 wks.		Dating	Limit				
John Doe	3/1/40	\$375.42	\$675.42	\$96.53	\$340.95	\$48.71	\$710.21	3/1	\$500	A

## COOKING SCHOOLS SCHEDULE

Stressing the use of meat and lard in the diet, the fall schedule of the American Way Cooking School, sponsored by the National Live Stock and Meat Board, is now under way throughout the country. An estimated 300,000 women will be reached before the schools close shortly before Thanksgiving. Schools will be held throughout a week, beginning with the indicated date, in the following cities:

September 23.—Holyoke, Mass.; Raleigh, N. C.; Bethlehem, Pa., and Quincy, Ill.

September 30.—Louisville, Ky.; Evansville, Ind.; Easton, Pa.; Rockford, Ill., and Waukegan, Ill.

October 7.—Peoria, Ill.; Lexington, Ky.; Scranton, Pa.; Janesville, Wis., and Bloomington, Ind.

October 14.—Hammond, Ind.; Bayonne, N. J.; Hartford, Conn., and Milwaukee, Wis.

October 21.—Akron, O.; Lansing, Mich.; Middletown, Conn.; Racine, Wis., and Davenport, Ia.

October 28.—Norfolk, Va.; Muncie,

Ind.; Allentown, Pa.; Marshalltown, Ia., and San Francisco, Calif.

November 4.—Duluth, Minn.; Burlington, Ia.; Sheboygan, Wis., and San Francisco, Calif.

November 11.—Newton, Ia.; Charlotte, N. C.; Jacksonville, Ill., and at San Francisco, California.

## PERFORMS A DUAL ROLE

John Morrell & Co. has erected this effectively designed outdoor sign at the junction of two U. S. highways in Ottumwa, Ia., home of the company's main plant. The advertisement does a good selling job on behalf of Snack, new Morrell canned ready-to-serve product, and also invites tourists to visit the company's plant, located nearby.



## ICC Postpones Effective Date of Truck Regulations

The Interstate Commerce Commission has postponed until October 15 the effective date of regulations for private motor carriers in interstate commerce. Originally ordered to begin on August 1, the effective date was postponed to October 1 and has now been delayed to October 15.

Meanwhile, the motor carrier division of the commission is considering petitions for modification of its rules for private carriers. The petitions have asked for exemption of driver salesmen, sales promotion truck drivers and certain other classes of drivers from the regulation calling for maintenance of a daily log. The commission has also been asked to exempt trucks of less than 1½ ton capacity from rules requiring that these trucks be equipped with fire extinguishers, spare lamp bulbs, fuses and flags.

## GOOD LEATHER OUTLOOK

Improvement in the leather outlook was recently forecast by Claude Douthit, chairman of the American Hide & Leather Co., who told stockholders at the annual meeting of the company that strong prices for leather should prevail within the next three months, barring any sudden change in world conditions.

"If things go on as they are at present," Mr. Douthit stated, "we will have better prices for leather because shoe manufacturers have liquidated inventories which were acquired earlier this year." "Within a short time, tanners should be receiving prices for their products sufficient to cover replacement costs, which include raw material prices and operating expenditures."

## CHAIN STORE SALES

National Tea Co. reports \$4,499,345 sales for the four weeks ended September 7, an increase of about 1 per cent from \$4,456,986 a year earlier.



# Up and down the MEAT TRAIL

## Neil New Superintendent of Skipworth Packing Co.

Garvin W. Neil has been made superintendent of the Skipworth Packing Co., beef and pork packers of Springfield, Ohio, effective September 9, according to an announcement by V. D. Skipworth, president of the concern.

Mr. Neil has had a broad background of 20 years' experience in various phases of the meat packing industry. He was associated with Armour and Company for three years as general superintendent at Los Angeles, and has also been affiliated at various stages in his career with Wilson & Co., Allied Packers and Roberts & Oake, in sales and operating capacities.

## A. F. Frey, New Orleans Meat Packer, Dies at 48

Andrew F. Frey, sr., vice president of L. A. Frey & Sons, Inc., meat packing firm of New Orleans, La., passed away on September 11 at a hotel in that city. He was 48 years of age. Mr. Frey and two brothers, Severin L. Frey and Albert A. Frey, were members of the firm which Louis A. Frey, their father, founded almost 60 years ago. The latter, who is president of the company, has been retired from active participation in the business for some time. Mr. Frey's wife and nine children survive.



## V. E. McArthur, Midwestern Packer, Killed in Accident

V. E. McArthur, 57 years old, partner in the Fanestil & Greiner Packing Co., Hutchinson, Kas., and president of the Lincoln Packing Co., Lincoln, Neb., was fatally injured in a hunting accident while shooting rabbits on his farm east of Hutchinson on September 21. Photo above was taken recently.

## Personalities and Events Of the Week

Charles H. Swift, chairman; Harold H. North, industrial relations department, and W. C. Clegg, beef department, Swift & Company, Chicago, were visitors in New York last week.

Bert W. Robb, 72, formerly purchasing agent for the Dold Packing Corp., Buffalo, N. Y., died at his home in Buffalo on September 24 after an illness of three months. Mr. Robb retired three years ago after having been associated with the Dold company for 35 years.

Earle Morse, Agar Packing & Provision Co., Chicago, has been spending the past two weeks touring through Texas, New Mexico and Colorado.

Bert Kelly, manager, beef cuts department, Pittsburgh Provision & Packing Co., Pittsburgh, Pa., reports he met many old friends during last week's visit in Chicago.

After having spent nearly three years in South America in the sausage division of Wilson & Company's plant at Buenos Aires, L. Dalera returned to the United States on September 17. Following a visit in New York, renewing old acquaintances at the New York plant and spending some time at the fair, Mr. and Mrs. Dalera returned to Chicago.

A. L. Curtin of Curtin & Sinn, Inc., slaughterers and sausage manufacturers of Vancouver, Wash., accompanied by Mrs. Curtin and their young grand-daughter, is visiting relatives on Long Island. While here, they will attend the fair and visit other points of interest in the East. They plan to purchase a new car in Detroit and drive back to Vancouver.

W. H. T. Foster, director, John Morrell & Co., who makes his headquarters at Sioux Falls, S. D., was a visitor in New York last week. Another Morrell visitor was H. C. Morris, superintendent of the Ottumwa plant, who called at the company's New York plant while on vacation in the East.

Morris L. Slugg, superintendent for the past 16 years at the Armour and Company fertilizer works in Chicago Heights, Ill., died in his home of a heart attack on September 23. Fifty-nine years of age, Mr. Slugg was treasurer of the community center of Chicago Heights and active in civic affairs.

Jay C. Hormel, president, Geo. A. Hormel & Co., Austin, Minn., is one of the members of a commission studying the erection of a suitable memorial to the late Drs. Walter J. and Charles H. Mayo of Rochester, Minn. A staunch advocate of American non-participation



## STOCK TUNNEL REDUCES SHRINK, FREES STREET TRAFFIC

Cattle emerging from unique livestock tunnel recently completed by John Morrell & Co. at Sioux Falls, S. Dak. Tunnel connects local yards with Morrell yards and is 700 ft. long, equipped with lighting and drainage facilities and safety alcoves for stock handlers. It eliminates former half-mile drive during which cattle lost up to 8 lbs. and hogs 3 or 4 lbs.



in European military affairs, Mr. Hormel is also a member of an advisory board which will play an important part in the training program of national defense workers in Minnesota.

Henry W. Leahy, who has been employed at the Meriden, Conn., branch of Swift & Company for the past 28 years, is to be retired on pension October 1. Mr. Leahy entered the employ of W. J. Cahill Co. 28 years ago and retained his position when the concern was acquired by Swift.

Traffic was tied up briefly in Baltimore, Md., on September 18 as the result of a fire in the garage building of the Albert F. Goetze, Inc., packing plant. The blaze was extinguished within an hour.

Otto Johnson of the McIntyre Packing Co., San Francisco, visited the offices of THE NATIONAL PROVISIONER while in Chicago on business this week. Mr. Johnson made arrangements with Oscar Mayer & Co., Chicago packers, to supply his company with its fresh pork requirements.

A. A. Asche was recently appointed district representative for the refinery division of Swift & Company in the Oklahoma and Arkansas territory, with headquarters at Tulsa. For the past 15 years, Mr. Asche has represented the company at Memphis. He has been affiliated with Swift for 27 years.

Meeting at Yakima, Wash., on September 14, 20 meat packers of the state expressed themselves in favor of enactment of a state meat inspection law which would assure consumers a good product and not be discriminatory from the inspection standpoint. O. B. Joseph, William Coon, S. J. McDonald and A. E. Laempert were appointed a committee on legislation.

The thirty-ninth anniversary of the Little Rock, Ark., branch of Armour and Company was celebrated recently. Starting with September 16, the first five days of the week were proclaimed as "Armour's Birthday Week" by Gordon Flanders, branch manager.

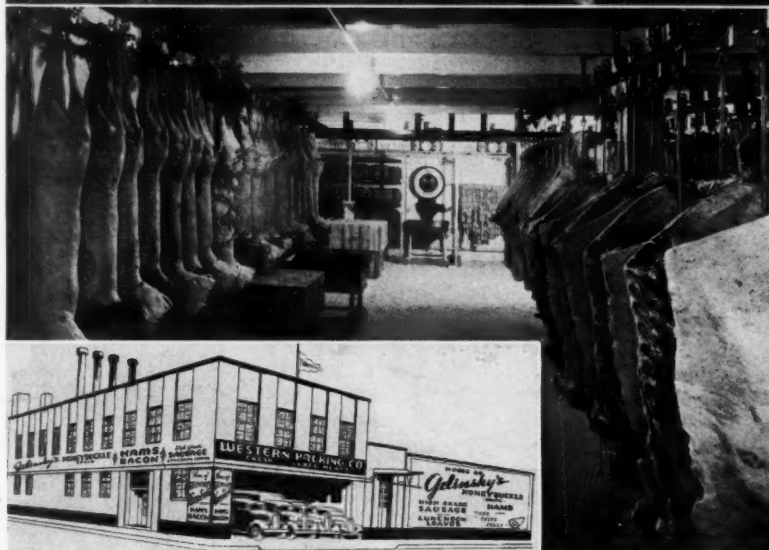
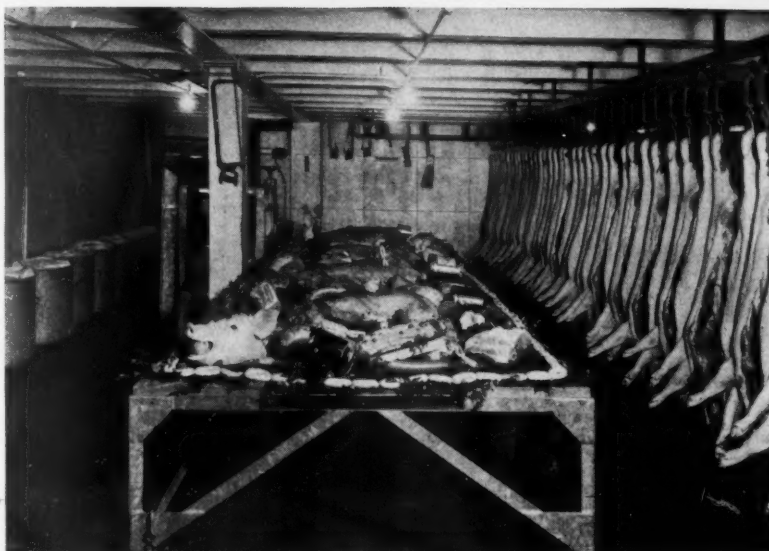
Frank C. Coates, 50 years old, Palmyra, N. Y., died there recently. Mr. Coates was a former executive of the Crandall Packing Co., which was liquidated a year ago.

Anderson, Ind., branch of Peter Eckrich & Sons has passed through another month without a truck accident. During August the ten trucks of the branch traveled 19,827 miles.

Harold McWhorter, sales manager, Beste Provision Co., Wilmington, Del., recently presided over a dinner held by members of the company.

The Theodore Gran family of So. St. Paul, Minn., returned home after spending a week at the New York World's Fair as the Northwest's typical American family. Mr. Gran is foreman at the Swift & Company plant in St. Paul.

Walter Madden, Omaha commission man, hog salesman and a former president of the Omaha Live Stock Exchange, died on September 22 at an Omaha hospital, about a week after



WESTERN PACKING CO. OBSERVES 51ST ANNIVERSARY

# WESTERN PACKING CO. OBSERVES 51ST ANNIVERSARY

Here are two of the attractive sights that greeted the 2,000 guests who visited the Western Packing Co., Portland, Ore., early this month on its fifty-first anniversary. Pork cutting department, decorated with display of sausage, lard and other Honey-suckle brand items, is shown at top, and sales cooler in lower photo, with inset of plant exterior at lower left. Walter E. Gelinsky, president of the company, is also co-owner of the Kenton Packing Co., Kenton, Ore.

undergoing an operation. He was 63 years of age. He served as president of the exchange in 1937.

Dick Rodney Long, produce department, Cudahy Packing Co., Chicago, has applied for membership in the Chicago Mercantile Exchange.

A new packing plant has been established at Wardell, Ark., by O. H. Acom. Products will be sold under the Little

(Continued on page 36.)

## Roberts, Former Manager for Cudahy, Has Envious Record

Future plans of C. A. Roberts, who resigned on September 9 as manager of the Los Angeles plant of the Cudahy Packing Co. and was succeeded by V. T. Norton, are understood to be undecided at this time. His record in the meat industry is recognized as outstanding.

It is said of "Charlie" Roberts that people work with him rather than for him. He joined the Cudahy organization at Kansas City as a bookkeeper in 1911 and was transferred four years later to the branch house department of the general offices at Chicago.

In 1922, Mr. Roberts returned to Kansas City as manager of the Cudahy wholesale market there. So noteworthy was his handling of the assignment that in 1928 he was sent to Los Angeles as general manager of the company's plant. This position he filled with distinction until his withdrawal.

# PRAGUE POWDER

Registered Patent Nos. 2054623, 2054624, 2054625, 2054626

## PRAGUE PICKLE PERCENTAGE SCALE

All non-rusting, stainless steel construction

**YOU NEED THIS SCALE**

You  
Need  
to  
Weigh  
the  
Pickle



Make Prague Powder Pickle (see Page 12 in Prague Powder booklet).

We say again that Prague Powder is a "scientifically" balanced curing material that is in every case *uniform and positive*. Its deep penetration insures a high color and a flavor that cannot be duplicated anywhere.

After your hams are pumped with Prague Powder Pickle, you can rub them with Dry Prague Mixture (see Page 16 of our booklet) and lay them down in vats, meat side down. Allow the pickle to drain away. Your hams will be dry.

### WHY NOT CAN HAMS?

To can a "Cold Pack Ham" it is better to use Griffith's "Short Time Cure." The ham presses down in the can and stays. Canning direct from the pickle cellar saves 16% in weight. We save all the flavorful meat juices. We have less jelly in this "cold pack" ham.



## THE GRIFFITH LABORATORIES

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Eastern Factory: 35 Eighth St., Passaic, N. J.

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● GEBHARDT air conditioning in your chilling and holding coolers will save you actual dollars from costly shrink, discoloration and spoilage! GEBHARDT'S positive and uniform air circulation eliminates slimy and sticky meats, removes dead air pockets and rids the air of bacteria. Send for facts! *There's a GEBHARDT unit for every meat application!*

## ADVANCED ENGINEERING CORP.

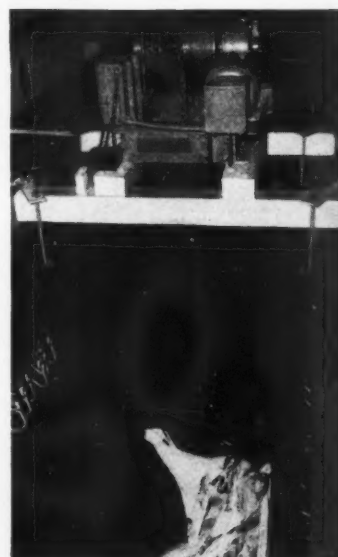
Makers of Air Conditioning Equipment for the Meat Industry  
2646 W. FOND DU LAC AVE., MILWAUKEE, WISCONSIN

## Meat Going Up...

### WITH NEW R & M HOIST

Here's the ideal worm-drive hoist for knocking pen or dressing floor—designed and built by Robbins & Myers for the packing industry.

For easy, trouble-free manipulation there is a choice of gasketed push-button or heavy rope-operated drum-hoist controller—and an upper limit switch that really works.



Let R & M experts analyze your hoisting problems. Their advice and R & M quality equipment may help you save thousands of dollars!

**ROBBINS & MYERS, Inc.**  
HOIST & CRANE DIVISION • SPRINGFIELD, OHIO

# REFRIGERATION and Air Conditioning

## MEAT PLANT REFRIGERATION

A Complete Course for  
Executives and Workers  
Prepared by—

The National Provisioner

### LESSON 78

## Electrical Data

THE following definitions will enable the student of THE NATIONAL PROVISIONER course in meat plant refrigeration and air conditioning to become familiar with the common electrical terms.

**Ampere.**—The amount of electricity which will flow through a resistance of one ohm under the force of one volt.

**Ohm.**—The resistance offered to the flow of one ampere acted upon by the force of one volt.

**Volt.**—The electrical unit of force or pressure. One volt causes one ampere to flow against a resistance of one ohm.

The flow of electricity through a wire may be likened to the flow of water through a pipe. The ampere—the electrical unit of quantity—corresponds to the amount of water pumped; the ohm is equivalent to the frictional resistance of the pipe, and the volt corresponds to the water pressure.

The unit of electrical power is the watt. There are 746 watts in one horse power. One thousand watts are equal to one kilowatt, or 1.34 horse power. One thousand watt hours make one kilowatt hour. One horse power is the work required to raise 33,000 lbs. one foot per minute. The element of time enters into all horse power calculations. Torque is the pull in pounds which a motor is capable of exerting while starting or running at full speed without exceeding motor temperature guarantees. Torque is measured 1 ft. from the axis.

### How Power is Calculated

The following letters and characters are used to designate electrical terms.

E.—Voltage.

I.—Current in amperes per wire.

P.—Power in kilowatts.

R.—Resistance in ohms.

Z.—Impedance in ohms.

Cos  $\phi$ .—Power factor.

KVA.—Apparent power.

For direct current circuits:  $P = \frac{EI}{1,000}$

For single-phase alternating current:

$$P = \frac{EI \cos \phi}{1,000}$$

For three-phase alternating system:

$$P = \frac{1.7 EI \cos \phi}{1,000}$$

For two-phase alternating system:

$$P = \frac{2 EI \cos \phi}{1,000}$$

The last formula is also correct for two phase-, three-wire systems where I equals the current in amperes in the outside wire. In this case 2I equals the current in amperes in the common wire.

When making direct current calculations, current in amperes is equal to the voltage divided by the resistance in ohms, or  $I = \frac{E}{R}$ . For alternating current  $I = \frac{E}{Z}$ .

Each of the several different types of motors has its particular characteristics. Incorrect choice of a motor, or of the controls, may cause either or both to fail. Equipment manufacturers know the size and type of motor which should be used in any case and they should be consulted if there are any doubts as to size or kind needed. The various kinds of motors were described briefly in Lesson 77. Additional information follows:

### Motor Characteristics

Series-wound motors are suitable for high starting torque and in service where rapid fluctuations of torque occur. Motors operating street cars and some hoists are of this type. Series-wound motors should always be connected positively with the load, otherwise they will race and may be damaged by excessive speed.

The shunt-wound motor operates at practically constant speed; the speed reduction from normal to full load is

only 10 to 12 per cent. This motor is used in service in which the inertia of the load is low, fairly constant and free from violent fluctuations.

Conveyors, centrifugal pumps and line shafts are driven by shunt-wound motors. Speed changes are obtained by the use of resistance.

Compound-wound motors are a combination of series-wound and shunt-wound motors. They have a high starting torque. The series, shunt and compound types are direct current motors. The motors described in the next five paragraphs are alternating current types.

A general purpose, standard, single squirrel cage motor has 150 per cent starting torque with full voltage applied, 60 per cent starting torque on 65 per cent full voltage, 175 to 250 per cent maximum momentary running torque, 600 to 700 per cent starting current, 4 to 6 per cent slip and a good power factor.

This motor can be used efficiently in constant-duty service requiring a starting torque of not over 120 per cent for 5 h.p. and less, not over 50 per cent starting torque for 7½ h.p. and more, and reduced voltage starting as required by many central stations. Starting torque varies directly as the square of applied voltage. This type of motor is suitable for driving centrifugal pumps, fans, generators and compressors.

Double squirrel cage, across-the-line motors require 240 to 400 per cent starting current. They are suitable for conveyors, crushers and other equipment having considerable starting inertia.

Resistance can be inserted in the rotor circuit of a slip ring motor to increase starting torque and decrease starting current. Speed can be reduced 50 per

### Ampere Ratings of A. C. Motors

H. P.	SINGLE PHASE Volts					TWO PHASE Volts					THREE PHASE Volts				
	110	220	440	550		110	220	440	550	2200	110	220	440	550	2200
¼	4	2	1	.8		3.8	1.9	.95	.8	.....	4.4	2.2	1.1	.9	.....
½	7.5	3.75	1.9	1.5		7	3.5	1.75	1.4	.....	8	4	2	1.6	.....
¾	10	5	2.5	2		9	4.5	2.25	1.8	.....	10.3	5.1	2.6	2.1	.....
1	12.5	6.25	3.2	2.5		11	5.5	2.75	2.2	.....	12.5	6.25	3.2	2.5	.....
1½	15	7.5	3.8	3		13.5	6.75	3.375	2.7	.....	15	7.5	3.8	3	.....
2	18	9	4.5	3.6		16	8	4	3.2	.....	18	9	4.5	3.6	.....
3	24	12	6	4.8		21	10.5	5.3	4.25	.....	24	12	6	4.8	.....
4	27	13.5	6.75	5.4		24	12	6	4.8	.....	27	13.5	6.75	5.4	.....
5	30	15	7.5	6		27	13.5	6.75	5.4	.....	30	15	7.5	6	.....
7½	37.5	18.75	9.375	7.5		33.75	16.875	8.4375	6.75	.....	37.5	18.75	9.375	7.5	.....
10	40	20	10	8		37.5	18.75	9.375	7.5	.....	40	20	10	8	.....
15	60	30	15	12		56.25	28.125	14.0625	11.25	.....	60	30	15	12	.....
20	80	40	20	16		75	37.5	18.75	15	.....	80	40	20	16	.....
25	100	50	25	20		93.75	46.875	23.4375	18.75	.....	100	50	25	20	.....
30	120	60	30	24		112.5	56.25	28.125	22.5	.....	120	60	30	24	.....
40	160	80	40	32		150	75	37.5	30	.....	160	80	40	32	.....
50	200	100	50	40		187.5	93.75	46.875	37.5	.....	200	100	50	40	.....
60	240	120	60	48		225	112.5	56.25	45	.....	240	120	60	48	.....
75	300	150	75	60		281.25	140.625	70.3125	56.25	.....	300	150	75	60	.....
100	400	200	100	80		375	187.5	93.75	75	.....	400	200	100	80	.....
125	500	250	125	100		468.75	234.375	117.1875	93.75	.....	500	250	125	100	.....
150	600	300	150	120		562.5	281.25	140.625	112.5	.....	600	300	150	120	.....
175	700	350	175	140		656.25	328.125	164.0625	131.25	.....	700	350	175	140	.....
200	800	400	200	160		750	375	187.5	150	.....	800	400	200	160	.....
250	1000	500	250	200		937.5	468.75	234.375	187.5	.....	1000	500	250	200	.....
300	1200	600	300	240		1125	562.5	281.25	225	.....	1200	600	300	240	.....
400	1600	800	400	320		1500	750	375	300	.....	1600	800	400	320	.....
500	2000	1000	500	400		1875	937.5	468.75	375	.....	2000	1000	500	400	.....



cent when pulling against full load torque. The slip ring motor can be used to drive conveyors, crushers, bucket elevators, fans, compressors, etc.

Synchronous motors are used in industrial plants for power factor correction. They are suitable for driving ammonia compressors.

Motor control equipment is of two general types—manually-operated and automatic. Either type is available for over or under voltage protection. Automatic control is the more expensive but also more desirable. It can be operated by push button, pressure gauge, float switch or thermostat. Automatic controls are available for starting and stopping compressors in proper sequence and can be operated from as many points as desired.

Motors are protected from load fluctuations and prolonged or sustained overloads in various ways. The usual protection consists of an overload device with a time element, such as a thermal relay, to prevent interruptions due to occasional peak loads of short duration. When the voltage is greatly reduced, or fails, the circuit to the motor opens automatically.

When voltage overload relays kick out, the switch to the motor is tripped and motor damage is avoided. Motors are also protected with fuses. A motor should not be fused in excess of standard load requirements and relays should not be readjusted to meet any defective motor or wiring conditions.

Motor Wiring Data						
Horsepower	Min. Size Wire (B. & S. Gauge)			Size of Conduit Underwriters		
	SINGLE-PHASE					
	110 v.	220 v.	440 v.	110 v.	220 v.	440 v.
1/2	14	14	14	3/8	1/2	1/2
3/4	12	14	14	3/8	1/2	1/2
1	8	14	14	3/8	1/2	1/2
1 1/2	8	12	14	3/8	1/2	1/2
2	6	8	14	1	3/4	1/2
3	4	8	10	1 1/4	1	3/4
5	2	6	8	1 1/4	1 1/4	1
7 1/2	0	4	6	1 1/2	1 1/4	1
10	00	2	6	2	1 1/4	1
THREE-PHASE						
	220 v.	440 v.	550 v.	220 v.	440 v.	550 v.
1	14	14	14	3/8	1/2	1/2
1 1/2	14	14	14	3/8	1/2	1/2
2	12	14	14	3/8	1/2	1/2
3	10	14	14	3/8	1/2	1/2
5	8	12	14	1	3/4	1/2
7 1/2	6	10	12	1 1/4	1	1/2
10	6	8	10	1 1/4	1 1/4	1 1/2
15	4	8	8	1 1/2	1 1/4	1 1/2
20	2	6	6	1 3/4	1 1/2	1 1/2
25	1	6	6	1 3/4	1 1/2	1 1/2
30	0	4	6	2	1 3/4	1 1/2
40	00	2	4	2	2	1 1/2
50	000	1	2	2 1/2	2 1/2	1 1/2
60	211	0	2	2 1/2	2 1/2	1 1/2
75	300	0	0	3	3	2
100	400	000	0	3 1/2	3 1/2	2 1/2
125	600	0000	000	3 1/2	3 1/2	2 1/2
150	700	300	200	3 1/2	3	2 1/2
175	900	350	250	4	3	2 1/2
200	900	400	300	4	3	3
TWO-PHASE 4-WIRE						
1 1/2	14	14	14	3/4	3/4	3/4
2	14	14	14	3/4	3/4	3/4
3	12	14	14	3/4	3/4	3/4
5	8	14	14	1	3/4	3/4
7 1/2	8	10	14	1	1	3/4
10	6	8	10	1 1/4	1	1
15	5	8	8	1 1/4	1 1/4	1
20	3	6	8	1 1/2	1 1/4	1 1/4
25	2	6	6	1 1/2	1 1/4	1 1/4

EDITOR'S NOTE.—Automatic controls for meat plant refrigerating systems will be discussed in Lesson 79.

Is too much fat going to the casing room on your hog bungs? Read chapter 2 of "PORK PACKING."

**DOLECO**  
Patented Vacuum  
COLD PLATES

### WELL KNOWN BODY BUILDER\* APPROVES DOLECO

"We have been using DOLECO plates for four years and have experienced no difficulty whatsoever. We are undoubtedly the largest exclusive manufacturers of refrigerator bodies in the country and naturally use a great quantity of these holdover plates. Furthermore it is necessary for us to use the best plate that it is possible to obtain in order to maintain our standard in this industry and we certainly recommend the DOLECO Holdover Plate."

\*Name on request. Specify DOLECO plates to YOUR body builder.

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**One Trial Is Worth  
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"The Successor to Wasteful, Old-Fashioned Shrouds"



**THE CLEVELAND COTTON PRODUCTS CO.**  
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**UNITED'S**

### B. B. BLOCK BAKED CORKBOARD INSULATION

For Cold Storages, Tanks, Refrigerators, etc.  
Cork Pipe Covering for Brine and Ammonia  
Lines. Granulated and Regranulated Cork.  
Cork Brick and Cork Tile.

**UNITED CORK COMPANIES**  
KEARNY, N. J.



# August Sausage Output Is Maintained at High Level

FEDERALLY inspected production of processed meats was maintained at a high level in August, with sausage output exceeding the same period in 1939 by almost 5 million lbs. The increase in sliced bacon volume continued and output reached a new all-time record of 30,898,065 lbs.

Amounts of canned pork and meat loaves produced, although not exceeding the July levels, were greater than in August last year.

Sausage production of 79,312,385 lbs. was about 600,000 lbs. under July, but was the third largest on record (first and second—July, 1940 and 1936). Fresh sausage volume picked up during the month, increasing approximately 1,400,000 lbs. over July, and was well above any previous August of record. Output of smoked and/or cooked sausage was also well above the volume produced during any August on record, and has been exceeded in only one month during the last four years—July, 1940.

Bacon sliced in federally inspected plants during August totaled 30,898,065 lbs. This product has shown a steady and consistent rise in popularity from month to month during the past year.

Volume of pork canned in August, while 5 million lbs. under the July total, exceeded the amount produced in August last year by a small margin. Production of canned meat food products also registered a decline, totaling

39,263,636 lbs. during August compared with 48,125,642 lbs. during July and 40,058,154 lbs. in August, 1939. Output of canned meat products during the first ten months of the packer fiscal year totaled 624,126,015 lbs. compared with 487,332,046 lbs. in 1939.

Manufacture of meat loaves in federally inspected plants during August amounted to 10,343,854 lbs. and was the second largest quantity produced in any month in 1940 and the greatest August output on record.

Sausage production under federal inspection during August:

	Aug., 1940	July, 1940	Aug., 1939
lbs.	lbs.	lbs.	lbs.
Fresh (finished)	8,640,861	7,245,178	7,407,440
Smoked and/or cooked	59,089,172	60,541,884	58,594,148
To be dried or semidried	11,582,352	12,148,351	10,986,801
Total	79,312,385	79,935,413	74,988,389

Volume of canned meat food products, sliced bacon and meat loaves produced during August, 1940, with comparisons:

	Aug., 1940	July, 1940	Aug., 1939
lbs.	lbs.	lbs.	lbs.
Canned meat and meat food products:			
Beef	6,239,384	4,903,704	6,175,536
Pork	17,747,789	22,748,501	17,627,273
Sausage	2,554,292	2,662,621	3,270,118
Soup	3,427,206	9,189,684	4,103,135
All other	9,294,965	8,621,132	8,880,092
Total	39,263,636	48,125,442	40,058,154
Bacon:			
Sliced	30,898,065	30,525,151	27,289,035
Meat loaves:			
Headcheese, chili con carne, felled products, etc.	10,343,854	10,670,162	8,987,824
Total production of sausage under			

federal inspection during ten months of the 1940 packer fiscal year, compared with production in 1939 and 1938:

	1940	1939	1938
	lbs.	lbs.	lbs.
November	67,155,268	66,612,075	61,140,435
December	59,581,307	59,452,050	54,948,387
January	66,216,941	61,138,875	57,433,989
February	59,722,510	53,478,836	52,112,598
March	61,015,904	61,168,870	58,535,167
April	70,775,267	57,674,333	57,578,590
May	75,628,700	71,676,040	63,918,896
June	71,926,580	73,268,181	68,164,386
July	79,935,413	71,359,293	66,665,384
August	79,312,385	74,988,389	72,782,808
Total	691,270,665	650,811,741	613,278,920

Monthly volume of sliced bacon for the packer year through August compared with production in like periods in 1939, and 1938:

	1940	1939	1938
	lbs.	lbs.	lbs.
November	22,903,197	19,967,660	16,800,154
December	22,336,794	18,607,520	17,381,833
January	24,778,179	19,890,787	17,271,741
February	21,755,896	18,169,033	16,390,522
March	23,906,006	20,793,062	18,604,313
April	26,593,341	19,982,489	19,028,679
May	26,857,536	23,214,142	20,632,082
June	27,450,204	24,547,610	21,344,488
July	30,525,151	24,651,037	21,601,392
August	30,898,065	27,289,035	23,058,673
Total	237,404,371	217,083,304	192,114,177

Volume of meat food products canned during the ten months of the packer year, with comparisons:

	1940	1939	1938
	lbs.	lbs.	lbs.
November	62,180,588	48,752,624	52,530,356
December	68,982,896	53,616,415	59,086,274
January	78,877,936	59,877,227	60,085,337
February	74,901,625	50,266,019	56,108,670
March	74,112,002	58,188,360	57,681,445
April	64,525,382	48,768,350	44,303,782
May	59,734,638	53,133,248	28,460,276
June	55,421,580	44,907,978	30,536,315
July	48,125,642	35,763,671	29,641,585
August	39,263,636	40,058,154	30,046,258
Total	624,126,015	487,332,046	449,080,278

## MEAT IMPORTS AT NEW YORK

Imports for the period September 12 to September 18, inclusive, at New York:

Point of origin	Commodity	Amount, lbs.
Australia—Fresh frozen beef	.....	159,201
—Fresh frozen veal	.....	6,486
Brazil—Beef extract in tins	.....	24,976
Canada—Smoked back bacon	.....	2,506
—Fresh chilled pork tenderloins	.....	2,520
—Pork sausage	.....	694
—Dried bacon	.....	175
—Dried pork	.....	1,147
—Dried back fat and liver	.....	10
—Fresh chilled pork spareribs	.....	750
—Fresh frozen beef livers	.....	11,061
—Fresh frozen beef tongues	.....	494
—Fresh frozen beef sweetbreads	.....	130
—160 eighths fresh frozen beef	.....	13,087
—Fresh frozen beef cuts	.....	1,201
England—Mock turtle soup in tins	.....	23
Uruguay—Canned corned beef	.....	7,200

## CANADIAN EXPORTS TO U. S.

Exports of Canadian livestock and meats to the United States in August and the first eight months of 1940, compared with 1939:

	Aug., 1940	Aug., 1939	8 mos. 1940	8 mos. 1939
Cattle, no.	14,649	20,570	89,232	145,013
Calves, no.	8,343	8,330	64,237	71,273
Hogs, no.	142	2	227	71
Sheep, no.	469	604	1,580	1,397
Beef, lbs.	10,700	93,900	290,000	735,200
Bacon and ham, lbs.	23,800	46,200	256,200	384,500
Pork, lbs.	433,500	100,600	1,821,300	1,418,100
Canned meats, lbs.	1,493	864	18,587	2,053

## CUT-OUT RESULTS ON ALL AVERAGES IN THE BLACK

Cut-out results improved this week to such an extent that all weights—light, medium and heavy averages—cut out at a profit for the first time in many weeks. Hog prices continued to fall in amounts ranging from an average of 21c per cwt. on light weights to 13c per cwt. on heavies. Heavy product values improved during the week, while meat from medium and light hogs declined from the previous week.

	Pct. live wt.	Price per lb.	Value per cwt. alive	Pct. live wt.	Price per lb.	Value per cwt. alive	Pct. live wt.	Price per lb.	Value per cwt. alive
180-220 lbs.				220-240 lbs.			240-270 lbs.		
Regular hams	14.00	13.7	\$1.92	13.80	13.7	\$1.89	13.70	13.7	\$1.88
Picnics	5.60	10.2	.57	5.40	10.2	.55	5.30	9.7	.51
Boston butts	4.00	14.5	.58	4.00	13.8	.55	4.00	12.8	.51
Loins (blade in)	9.80	15.5	1.52	9.60	15.0	1.44	9.50	13.8	1.31
Bellies, S. P.	11.00	11.1	1.22	9.70	11.1	1.08	8.00	11.1	.89
Bellies, D. S.	...	...	...	2.00	8.2	.16	4.00	8.0	.32
Fat backs	1.00	4.4	.04	3.00	4.7	.14	4.00	5.2	.21
Plates and jowls	2.50	4.7	.12	3.00	4.7	.14	3.40	4.7	.16
Raw leaf	2.10	4.9	.10	2.20	4.9	.11	2.00	4.9	.10
P. S. lard, rend. wt.	12.40	5.1	.63	11.00	5.1	.56	10.30	5.1	.53
Spareribs	1.60	12.3	.20	1.50	8.3	.12	1.50	5.8	.09
Trimnings	3.00	10.7	.32	2.80	10.7	.30	2.80	10.7	.30
Feet, tails, neckbones	2.00	...	.05	2.00	...	.05	2.00	...	.05
Offal and miscellaneous	...	...	.22	...	...	.22	...	...	.22
TOTAL YIELD AND VALUE	...	...	\$7.49	70.00	...	\$7.31	70.50	...	\$7.08
Cost of hogs per cwt.	...	...	\$6.40	...	...	\$6.57	...	...	\$6.56
Condemnation loss	...	...	.03	...	...	.03	...	...	.03
Handling and overhead	...	...	.60	...	...	.52	...	...	.47
TOTAL COST PER CWT. ALIVE	...	...	\$7.03	...	...	\$7.12	...	...	\$7.06
TOTAL VALUE	...	...	7.49	...	...	7.31	...	...	7.08
Profit per cwt.	...	...	.46	...	...	.19	...	...	.02
Profit per hog	...	...	.92	...	...	.44	...	...	.05

# CHICAGO PROVISION MARKETS

## Provisions and Lard

### CASH PRICES

Based on actual carlot trading Thursday,  
September 26, 1940

REGULAR HAMS		
Green	*S.P.	
8-10	13 1/4	
10-12	13 1/4	
12-14	13 1/4	
14-16	13 1/4	
16-18 range	13 1/4	
BOILING HAMS		
Green	*S.P.	
16-18	13 1/4 @ 14	
18-20	13 1/4 @ 14	
20-22	13 1/4 @ 14	
16-20 range	13 1/4 @ 14	
16-22 range	13 1/4 @ 14	

SKINNER HAMS		
Green	*S.P.	
10-12	13 1/4	
12-14	13 1/4	
14-16	13 1/4	
16-18	13 1/4	
18-20	13 1/4	
20-22	13 1/4	
22-24	13 1/4	
24-26	13 1/4	
25-30	13 1/4	
25/up, No. 2's inc.	11 1/4 @ 11 1/4	

PICNICS		
Green	*S.P.	
4-6	10 1/4	
6-8	10 1/4	
8-10	10 1/4	
10-12	10 1/4	
12-14	10 1/4	
14-16	10 1/4	
8/up, No. 2's inc.	9 1/4	
Short shank 1/2 @ 1/2 c over.		

BELLIES		
(Square cut seedless)		
Green	*D.C.	
6-8	11 1/4	
8-10	11 1/4	
10-12	11 1/4	
12-14	11 1/4	
14-16	11 1/4	
16-18	11 1/4 @ 11 1/4	

\*Quotations represent No. 1 new cure.

GREEN AMERICAN BELLIES		
18-20	10	
20-25	9 1/4	
D. S. BELLIES		
Clear	Rib	
16-18	9 1/4 n	
18-20	9 1/4 @ 9 1/4	
20-25	9 @ 9 1/4	
25-30	8 7/8	
30-35	8 7/8	
35-40	8 7/8	
40-50	8 1/2	

D. S. FAT BACKS		
6-8	5 1/4	
8-10	5 1/4	
10-12	5 1/4	
12-14	5 1/4	
14-16	6	
16-18	7	
18-20	7 1/4	
20-25	7 1/4	

OTHER D. S. MEATS		
Regular plates	6-8	7 1/4
Clear plates	4-6	6
D. S. jowl butts	5	@ 5 1/4
S. P. jowls		5 1/4
Green square jowls		5
Green rough jowls		5

### WEEK'S LARD PRICES

Prices of cash, loose and leaf lard on  
the Chicago Board of Trade:

	Cash	Loose	Leaf
Saturday, Sept. 21	4.82 1/4 n	5.10 n	5.37 1/2 n
Monday, Sept. 23	4.90 n	5.10 n	5.37 1/2 n
Tuesday, Sept. 24	4.82 1/4 n	5.10 n	5.37 1/2 n
Wednesday, Sept. 25	4.85 n	5.10 ax	5.25 n
Thursday, Sept. 26	4.80 n	5.05 ax	5.25 ax
Friday, Sept. 27	4.70 b	5.00 ax	5.25 n

### Packers' Wholesale Prices

Refined lard, tierces, f.o.b. Chgo.	7 1/4
Kettle rend., tierces, f.o.b. Chgo.	8 1/4
Leaf, kettle rend., tierces, f.o.b. Chgo.	8 1/4
Neutral, tierces, f.o.b. Chicago	7 1/4
Shortening, tierces, c.a.f.	8.75

### Havana, Cuba Lard Price

Wednesday, September 25, 1940

Pure lard	10.30
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### FUTURE PRICES

SATURDAY, SEPTEMBER 21, 1940

	Open	High	Low	Close
LARD—				
Sept.	4.75	4.77 1/2	4.75	4.75 ax
Oct.	4.85	4.85	4.80	4.80 b
Dec.	5.05	5.05	5.05	5.05 ax
Jan.	5.15	5.17 1/2	5.15	5.15 ax
Mar.	6.15	6.15	6.12 1/2	6.12 1/2 ax
May	6.35	6.37 1/2	6.32 1/2	6.32 1/2 ax

Sales: Sept., 2; Oct., 12; Dec., 6; Jan., 9; Mar., 2; May, 5; total, 36 sales.

Open interest: Sept., 1; Oct., 732; Dec., 1,079; Jan., 785; Mar., 44; May, 104; total, 2,745 lots.

CLEAR BELLIES—				
Sept.				8.50 b
Oct.				8.50 b

MONDAY, SEPTEMBER 23, 1940

LARD—				
Sept.				4.80 b
Oct.	4.80	4.90	4.80	4.90 ax
Dec.	5.02 1/2	5.10	5.02 1/2	5.10 ax
Jan.	5.12 1/2	5.22 1/2	5.12 1/2	5.22 1/2 ax
Mar.	6.15	6.17 1/2	6.15	6.17 1/2 b
May	6.35	6.40	6.35	6.40 ax

Sales: Oct., 88; Dec., 13; Jan., 83; Mar., 6; May, 3; total, 193 sales.

Open interest: Oct., 645; Dec., 1,077; Jan., 860; Mar., 50; May, 104; total, 2,736 lots.

CLEAR BELLIES—				
Oct.				8.60 b

TUESDAY, SEPTEMBER 24, 1940

LARD—				
Sept.				4.75 ax
Oct.	4.87 1/2	4.97 1/2	4.80	4.90 b
Dec.	5.05	5.05	5.00	5.02 1/2 ax
Jan.	5.15	5.15	5.12 1/2	5.12 1/2
Mar.	6.15			6.15 b
May	6.37 1/2	6.35		6.35

Sales: Oct., 76; Dec., 6; Jan., 73; Mar., 1; May, 8; total, 164 sales.

Open interest: Oct., 569; Dec., 1,079; Jan., 927; Mar., 51; May, 107; total, 2,733 lots.

CLEAR BELLIES—				
Oct.				8.60 n

WEDNESDAY, SEPTEMBER 25, 1940

LARD—				
Sept.				4.80 b
Oct.	4.77 1/2	4.85	4.77 1/2	4.80 b
Dec.	5.00	5.05	5.00	5.02 1/2 ax
Jan.	5.07 1/2	5.17 1/2	5.07 1/2	5.12 1/2 b
Mar.				6.17 1/2 ax
May	6.30	6.37 1/2	6.30	6.32 1/2 b

Sales: Oct., 106; Dec., 7; Jan., 99; May, 8; total, 230 sales.

Open interest: Oct., 465; Dec., 1,076; Jan., 1,015; Mar., 51; May, 99; total, 2,706 lots.

CLEAR BELLIES—				
Oct.				8.60 n

THURSDAY, SEPTEMBER 26, 1940

LARD—				
Sept.				4.72 1/2 ax
Oct.	4.77 1/2	4.77 1/2	4.72 1/2	4.72 1/2 ax
Dec.	5.00	5.00	4.95	4.95 ax
Jan.	5.12 1/2	5.12 1/2	5.07 1/2	5.07 1/2 ax
Mar.	6.12 1/2	6.12 1/2	6.07 1/2	6.07 1/2
May	6.30	6.30	6.27 1/2	6.27 1/2 ax

Sales: Oct., 34; Dec., 10; Jan., 21; Mar., 4; May, 9; total, 78 sales.

Open interest: Oct., 432; Dec., 1,079; Jan., 1,034; Mar., 53; May, 113; total, 2,711 lots.

CLEAR BELLIES—				
Oct.				8.60 n

FRIDAY, SEPTEMBER 27, 1940

LARD—				
Sept.	4.60	4.62 1/2	4.60	4.62 1/2 b
Oct.	4.67 1/2-65	4.67 1/2	4.65	4.65
Dec.	4.90-87 1/2	4.90	4.85	4.85
Jan.	5.02 1/2-90	5.02 1/2	4.97 1/2	4.97 1/2 ax
Mar.	6.02 1/2	6.22 1/2	6.02 1/2	6.02 1/2 b
May	6.22 1/2	6.22 1/2	6.20	6.22 1/2 b

CLEAR BELLIES—				
Oct.				8.00 n

### LARD AND GREASE EXPORTS

Exports of greases from New York City, week of September 21, totaled 48,400 lbs.

PRICES of pork products were mostly on the down-grade at Chicago this week, but D. S. meats were steady to firm; lard futures backed and filled without making much headway in either direction.

LARD.—The week opened with some show of steadiness and buying of October and December by cash interests was a feature of Monday's trade; scattered longs were credited with selling. Lard futures were easier on Tuesday with an increase in hog receipts. There was liquidation in October and some trade selling, but buying of October by a cash operator and some investment support steadied the market.

Transferring October to later months continued on Wednesday; premiums for next year's deliveries increased. Liquidation by October longs was a depressing influence on Thursday and prices eased moderately in spite of scattered purchases of deferred deliveries on strength in the hog market. Loose lard was again at a premium over cash. Thursday's closing prices were 2 1/2 @ 7 1/2 points under the preceding Friday.

Domestic trade was good at New York and prices were steady. Prime western was quoted at 5.45 @ 5.55c; middle western, 5.35 @ 5.45c; New York City in tierces, 5c, tubs, 6 1/2 @ 6 1/4 c; refined continent, 6 1/4 @ 6 1/2 c; South America, 6 1/2 @ 6 1/4 c; Brazil kegs, 6 1/2 @ 6 1/4 c, and shortening in round lots, 8c, smaller lots, 8 1/4 c.

CARLOT TRADING.—Interest in most of the list was very moderate this week and prices of green and cured joints eased 1/4 @ 1/2 c. There was a little activity in green regular hams at mid-week; the 8/10 were unchanged but other weights were down 1/4 @ 1/2 c, with a corresponding readjustment in the pickled. Skinned hams were not overly active and the lights and mediums were 1/4 @ 1/2 c lower; heavier weights were unchanged. Green picnic situation was spotty with the 4/6 and 8/10 selling lower and the balance unchanged.

After fair movement at somewhat higher prices early this week, interest in green seedless bellies died down and the list was off 1/8 @ 1/4 c from last Friday; immediate shipment cured bellies were scarce and except for the extreme light end were steady to 1/4 c higher. Market for D.S. clear bellies was very firm and offerings were meager after fair early movement; the list was 1/8 @ 1/4 c higher. Fat backs were steady early in the week but eased later.

FRESH PORK.—Ground lost by fresh pork cuts as hog prices fell was not recovered later when the live market became steadier. Light loins were down 1 @ 1 1/4 c from last Friday while heavies were unchanged to 1/4 c lower. Light Boston butts were plentiful and sold 1/4 c lower but heavier cuts were unchanged. Runaway trimming market slowed down after fresh regulars had reached 11 1/4 c and Thursday's quotation was 10 1/4 c.

# MEAT AND SUPPLIES PRICES

## Chicago

### WHOLESALE FRESH MEATS

#### Carcass Beef

	Week ended September 25, 1940	Cor. week, 1939
	per lb.	per lb.
Prime native steers—		
400-600	20	17 @18
600-800	20	15 1/2 @16 1/2
800-1000	20	16 @17
Good native steers—		
400-600	18 1/2	15 1/2 @16 1/2
600-800	18 1/2	15 1/2 @16 1/2
800-1000	18 1/2	15 1/2 @16 1/2
Medium steers—		
400-600	17 1/2	15 1/2 @16
600-800	17 1/2	15 @16
800-1000	17 1/2	15 @16
Heifers, good, 400-600	17 1/2 @18 1/2	16 @17
Cows, 400-600	12 @12 1/2	11 @12
Hind quarters, choice	24	19 @20
Fore quarters, choice	16	12 1/2 @13 1/2

#### Beef Cuts

Steer loins, prime.....unquoted	unquoted
Steer loins, No. 1.....36	29
Steer loins, No. 2.....34	unquoted
Steer short loins, prime.....41	34
Steer short loins, No. 1.....37	31
Steer short loins, No. 2.....32	26
Steer loin ends (hips).....31	25
Cow short loins.....20	17
Cow short loins, prime.....22	19
Cow loin ends (hips).....20	16
Steer ribs, prime.....unquoted	unquoted
Steer ribs, No. 1.....26	20
Steer ribs, No. 2.....23	18
Cow ribs, No. 1.....13	12
Cow ribs, No. 2.....12 1/2	unquoted
Steer rounds, prime.....unquoted	17 1/2
Steer rounds, No. 1.....19 1/2	16 1/2
Steer rounds, No. 2.....19	unquoted
Steer chuck, prime.....17 1/2	14
Steer chuck, No. 1.....17 1/2	13 1/2
Steer chuck, No. 2.....17	14
Cow rounds.....14	12
Cow chucks.....13	9
Steer plates.....10 1/2	9
Medium plates.....10 1/2	9
Briskets, No. 1.....14	12
Cow navel ends.....8 1/2	8
Steer navel ends.....8 1/2	8
Fore shanks.....8	8
Hind shanks.....8	60
Strip loins, No. 1 buns.....55	50
Strip loins, No. 2.....42	32
Sirloin butts, No. 1.....26	25
Sirloin butts, No. 2.....26	70
Beef tenderloins, No. 1.....63	65
Beef tenderloins, No. 2.....63	65
Rump butts.....18	16 1/2
Flank steaks.....26	24
Shoulder clods.....17	16
Hanging tenderloins.....15	17
Insides, green, 6 @8 lbs.....21	17
Insides, green, 5 @6 lbs.....18	15 1/2
Knuckles, green, 5 @6 lbs.....19	16 1/2

#### Beef Products

Brains.....7	6
Hearts.....9	10
Tongues.....18	18
Sweetbreads.....14	14
Ox-tail.....8	9
Fresh tripe, plain.....10	10
Fresh tripe, H. O.....11 1/2	11 1/2
Livers.....20	22
Kidneys.....0	11

#### Veal

Choice carcass.....18 1/2	18
Good carcass.....17 1/2	17
Good saddles.....22	22 @23
Good racks.....14	14
Medium racks.....12 1/2	12 @13

#### Veal Products

Brains, each.....9	9
Sweetbreads.....30	30
Calf livers.....52	53

#### Lamb

Choice lambs.....19	18
Medium lambs.....15	16
Choice saddles.....21	20
Medium saddles.....20	20
Choice fore legs.....15	15
Medium fore legs.....13	13
Lamb fries.....28	32
Lamb tongues.....17	17
Lamb kidneys.....15	15

#### Mutton

Heavy sheep.....6	6
Light sheep.....8	8
Heavy saddles.....10	7
Light saddles.....10	10
Heavy fore legs.....5	5
Light fore legs.....6	6
Mutton legs.....12	12
Mutton loins.....8	9
Mutton stew.....4	4
Sheep tongues.....11	13 1/2
Sheep heads, each.....11	11

### Fresh Pork and Pork Products

Pork loins, 8-10 lbs. av.....17	17
Picnics.....12	13
Skinned shoulders.....12 1/2	14
Tenderloins.....34	32
Spare ribs.....13	13
Back fat.....7 1/2	9
Boston butts.....15 1/2	17
Boneless butts, cellar trim, 2 @4.....18	20
Hocks.....8	8
Tails.....7	7
Neck bones.....3	4
Slip bones.....7	11
Blade bones.....8	11
Pigs' feet.....2 1/2	4
Livers, per lb.....8	9
Brains.....7	9
Ears.....4	4
Snouts.....4	5
Heads.....6	8
Chitterlings.....5	6 1/2

### WHOLESALE SMOKED MEATS

Fancy regular hams, 14 @16 lbs.....18 1/2 @19	
Parmesan paper.....20 1/2 @21	
Fancy skinned hams, 14 @16 lbs.....17 1/2 @18	
Standard reg. hams, 14 @16 lbs. plain.....17 1/2 @18	
Picnics, 4 @8 lbs., short shank, plain.....15 @16	
Picnics, 4 @8 lbs., long shank, plain.....13 @14	
Fancy bacon, 6 @8 lbs., plain.....18 @18 1/2	
Standard bacon, 6 @8 lbs., plain.....15 @16	
No. 1 beef sets, smoked.....38 @39	
Insides, 8 @12 lbs.....35 @36	
Knuckles, 5 @9 lbs.....35 @36	
Cooked hams, choice, skin on, fattened.....31 1/2	
Cooked hams, choice, skinless, fattened.....34 1/2	
Cooked picnics, skin on, fattened.....26	
Cooked picnics, skinless, fattened.....26 1/2	

### VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.....\$15.75	
Lamb tongue, short cut, 200-lb. bbl.....\$5.00	
Regular tripe, 200-lb. bbl.....17.25	
Honeycomb tripe, 200-lb. bbl.....22.25	
Pocket honeycomb tripe, 200-lb. bbl.....26.00	

### BARRELED PORK AND BEEF

Clear fat back pork:	
70-80 pieces.....\$13.00	
80-100 pieces.....12.75	
100-125 pieces.....11.50	
Clear plate pork, 25-35 pieces.....12.00	
Beef pork.....17.00	
Brisket pork.....21.50	
Plate beef.....21.00	
Extra plate beef.....21.00	

### SAUSAGE MATERIALS

(Packed basis.)	
Regular pork trimmings.....10 @10 1/2	
Special lean pork trimmings 85%.....15 1/2	
Extra lean pork trimmings 95%.....17 1/2	
Pork cheek meat (trimmed).....10 1/2 @11	
Pork hearts.....6 @6 1/2	
Pork livers.....6 @6 1/2	
Native boneless bull meat (heavy).....14 1/2	
Boneless chucks.....14 1/2 @14 1/2	
Shank meat.....14	
Beef trimmings.....11 1/2 @11 1/2	
Beef cheeks (trimmed).....11 1/2 @11 1/2	
Dressed canners, 350 lbs. and up.....10 @10 1/2	
Dressed canner cows, 400-450-lb.....10 @11	
Dr. bologna bulls 600 lbs. and up.....11	
Pork tongues, canner trim, fresh.....6	

### DOMESTIC SAUSAGE

(Quotations cover fancy grades.)	
Pork sausage, in 1-lb. carton.....25 1/2	
Country style sausage, fresh in link.....20 1/2	
Country style sausage, fresh in bulk.....18 1/2	
Country style sausage, smoked.....25	
Frankfurters, in sheep casings.....24	
Frankfurters, in hog casings.....22 1/2	
Skinless frankfurters.....22 1/2	
Bologna in beef bungs, choice.....18 1/2	
Bologna in beef middles, choice.....19	
Liver sausage in beef rounds.....15	
Liver sausage in hog bungs.....17	
Smoked liver sausage in hog bungs.....21 1/2	
Head cheese.....15	
New England luncheon specialty.....22	
Minced luncheon specialty, choice.....20	
Tongue & blood.....17	
Blood sausage.....17	
Some.....16 1/2	
Polish sausage.....23	

### DRY SAUSAGE

Cervelat, choice, in hog bungs.....37	
Thurloger.....20	
Farmer.....29	
Holsteiner.....29	
B. C. salami, choice.....33 1/2	
Milano, salami, choice in hog bungs.....32	
B. C. salami, new condition.....19	
Primes, choice, in hog middles.....22	
Genot style salami, choice.....39	
Pepperoni.....30	
Mortadella, new conditions.....19 1/2	
Capicola.....42	
Italian style hams.....31	
Virginia hams.....37	

### CURING MATERIALS

Nitrite of soda (Chgo. w'hee stock).	Cwt.
In 425-lb. bbls., delivered.....\$ 8.75	
Saltpeper, less than ton lots f.o.b. N. Y.:	
Dbl. refined granulated.....7.50	
Small crystals.....8.50	
Medium crystals.....8.75	
Large crystals.....9.50	
Dbl. rid. gran. nitrate of soda.....3.75	
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago, per ton:	
Granulated.....7.20	
Medium, dried.....10.29	
Rock.....6.80	
Sugar—	
Raw, 96 basis, f.o.b. New Orleans.....2.73	
Standard gran., f.o.b. refiners (2%).....4.80	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....4.00	
Dextrose, in car lots, per cwt. (Dotton).....3.64	
In paper bags.....3.50	

### SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)	
Beef casings:	
Domestic rounds, 180 pack.....16	
Domestic rounds, 140 pack.....28	
Export rounds, wide.....37	
Export rounds, medium.....21	
Export rounds, narrow.....30	
No. 1 weasands.....08	
No. 2 weasands.....08	
No. 1 bungs.....12	
No. 2 bungs.....08	
Middles, regular.....45	
Middles, select, wide, 2 1/2 in. & up.....110	
Middles, select, extra, 2 1/2 in. & up.....22	
Dried bladders:	
12-15 in. wide, flat.....85	
10-12 in. wide, flat.....75	
8-10 in. wide, flat.....40	
6-8 in. wide, flat.....25	
Pork casings:	
Narrow, per 100 yds.....1.75	
Narrow, special, per 100 yds.....1.50	
Medium, regular.....1.10	
English, medium.....1.00	
Wide, per 100 yds.....85	
Extra wide, per 100 yds.....60	
Export bungs.....14	
Large prime bungs.....11	
Medium prime bungs.....06	
Small prime bungs.....03 1/2	
Middles, per set.....14	

### SPICES

(Basis Chicago, original bbls., bags or bales.)

Allspice, prime.....Whole Ground	
Resifted.....16 1/2	19 1/2
Chili pepper.....23	23
Powder.....23	23
Cloves, Amboyna.....28	33
Zanzibar.....21 1/2	21 1/2
Ginger, Jamaica.....17	17
African.....7 1/2	10 1/2
Mace, Fancy Banda.....61	68
East India.....55	62
East & West India Blend.....87	87
Mustard flour, fancy.....28	28
No. 1.....21	21
Nutmeg, fancy Banda.....24	24
East India.....18	22 1/2
East & West India Blend.....17	17
Paprika, Spanish.....48	48
Fancy Hungarian.....48	48
No. 1 Hungarian.....40 1/2	40 1/2
Pepper, Cayenne.....37	37
Red No. 1.....23	23
Black Malabar.....9 1/2	13 1/2
Black Lampung.....5 1/2	7 1/2
Pepper, white Singapore.....9 1/2	12 1/2
Muntok.....9 1/2	13
Packers.....11 1/2	11 1/2

### SEEDS AND HERBS

	Ground	Whole for Saus.
Caraway seed.....29	33	
Celery seed, French.....49	49	
Cominos seed.....20	25	
Coriander Morocco bleached.....7 1/2	9	
Coriander Morocco natural No. 1.....7	9	
Mustard seed, fancy yellow.....26	26	
American.....18	18	
Marjoram French.....44	53	
Oregano.....12	16	
Sage, fancy Dalmatian.....47	53	
Dalmatian No. 1.....43	48	

(Continued on page 24.)

### PURE VINEGARS

A. P. CALLAHAN & COMPANY

2437 SOUTH LA SALLE STREET

CHICAGO, ILL.



# MARKET PRICES

## New York

### DRESSED BEEF

#### City Dressed

Choice, native, heavy.....	21	@ 22
Choice, native, light.....	21	@ 22
Native, common to fair.....	17	@ 18

#### Western Dressed Beef

Native steers, 600@800 lbs.....	13	@ 19
Native choice yearlings, 440@600 lbs.....	17	@ 18
Good to choice heifers.....	16	@ 17
Good to choice cows.....	14	@ 15
Common to fair cows.....	13	@ 14
Fresh bologna bulls.....	13	@ 14

### BEEF CUTS

	Western	City
No. 1 ribs.....	23 @ 24	22 @ 24
No. 2 ribs.....	20 @ 21	21 @ 22
No. 3 ribs.....	19 @ 20	19 @ 20
No. 1 loins.....	32 @ 33	30 @ 30
No. 2 loins.....	26 @ 27	30 @ 35
No. 3 loins.....	20 @ 21	25 @ 29
No. 1 binds and ribs.....	20 @ 24	21 @ 24
No. 2 binds and ribs.....	18 @ 19	19 @ 21
No. 1 rounds.....	17 @ 17	17 @ 17
No. 2 rounds.....	16 @ 16	16 @ 16
No. 3 rounds.....	15 @ 15	15 @ 15
No. 1 chucks.....	15 @ 15	15 @ 15
No. 2 chucks.....	14 @ 14	14 @ 14
No. 3 chucks.....	13 @ 13	13 @ 13
City dressed bolognas.....	13 1/2 @ 14 1/2	
Rolls, reg. 4@8 lbs. av.....	18 @ 20	
Rolls, reg. 6@8 lbs. av.....	23 @ 25	
Tenderloins, 4@6 lbs. av.....	50 @ 60	
Tenderloins, 5@6 lbs. av.....	50 @ 60	
Shoulder clods.....	16 @ 18	

### DRESSED VEAL

Good.....	18 1/2 @ 20
Medium.....	17 1/2 @ 18 1/2
Common.....	16 1/2 @ 17 1/2

### DRESSED SHEEP AND LAMBS

Genuine spring lambs, good.....	19 @ 20
Genuine spring lambs, good to medium.....	18 @ 19
Genuine spring lambs, medium.....	17 @ 18
Sheep, good.....	9 @ 10
Sheep, medium.....	8 @ 9

### DRESSED HOGS

Hogs, good and choice (110-140 lbs.)	
head on; leaf fat in.....	\$10.12 1/2 @ 10.75
Pigs, small lots (60-110 lbs.)	
head on; leaf fat in.....	11.50 @ 13.00

### FRESH PORK CUTS

Pork loins, fresh, Western 10@12 lbs.....	16 1/2 @ 17 1/2
Shoulders, Western, 10@12 lbs. av.....	13 @ 14
Butts, regular, Western.....	16 1/2 @ 17 1/2
Hams, Western, fresh, 10@12 lbs. av.....	15 @ 16
Picnics, Western, fresh, 6@8 lbs. av.....	12 @ 13
Pork trimmings, extra lean.....	18 1/2 @ 19
Pork trimmings, regular, 50% lean.....	12 1/2 @ 13 1/2
Spareribs.....	12 1/2 @ 13 1/2

### COOKED HAMS

Cooked hams, choice, skin on, fattened.....	37
Cooked hams, choice, skinless, fattened.....	39

### SMOKED MEATS

Regular hams, 8@10 lbs. av.....	19 @ 20
Regular hams, 10@12 lbs. av.....	19 @ 20
Regular hams, 12@14 lbs. av.....	19 @ 20
Skinned hams, 10@12 lbs. av.....	21 @ 22
Skinned hams, 12@14 lbs. av.....	21 @ 22
Skinned hams, 16@18 lbs. av.....	20 @ 21
Skinned hams, 18@20 lbs. av.....	19 1/2 @ 20 1/2
Picnics, 4@6 lbs. av.....	15 1/2 @ 16 1/2
Picnics, 6@8 lbs. av.....	15 @ 16
Bacon, boneless, Western.....	19 @ 20
Bacon, boneless, city.....	18 1/2 @ 19 1/2
Beef tongue, light.....	22 @ 23
Beef tongue, heavy.....	23 @ 24

### FANCY MEATS

Fresh steer tongues, untrimmed.....	16c a pound
Fresh steer tongues, l. e. trimmed.....	28c a pound
Sweetbreads, beef.....	25c a pound
Sweetbreads, veal.....	60c a pair
Beef kidneys.....	11c a pound
Mutton kidneys.....	5c each
Livers, beef.....	29c a pound
Oxtails.....	14c a pound
Beef hanging tenders.....	30c a pound
Lamb fries.....	12c a pair

### BUTCHERS' FAT

Shop Fat.....	\$ .75 per cwt.
Bread Fat.....	1.25 per cwt.
Edible Suet.....	2.25 per cwt.
Indible Suet.....	1.75 per cwt.

### GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals.....	1.15	2.35	2.75	2.80	3.35
Prime No. 2 veals.....	1.13	2.05	2.45	2.50	2.95
Buttermilk No. 1.....	1.10	1.85	2.25	2.30	...
Buttermilk No. 2.....	1.09	1.70	2.10	2.15	...
Branded gruby.....	1.08	1.65	2.00	2.05	1.95
Number 3.....	1.07	1.60	1.95	2.00	1.95

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of western dressed meats, quoted by the U. S. Department of Agriculture, Agricultural Marketing Service, on September 25, 1940:

Fresh Beef:	CHICAGO	BOSTON	NEW YORK	PHILA.
STEER, Choice:				
400-500 lbs. <sup>1</sup> .....	\$18.50@20.00		\$19.50@21.00	\$19.00@20.50
500-600 lbs. <sup>1</sup> .....	18.50@20.00		19.50@21.00	19.00@20.50
600-700 lbs. <sup>2</sup> .....	18.50@20.00	\$19.50@21.00	19.50@21.00	19.00@20.50
700-800 lbs. <sup>2</sup> .....	18.50@20.00	19.50@21.00	19.50@21.00	19.00@20.50
STEER, Good:				
400-500 lbs. <sup>1</sup> .....	16.50@18.50		16.50@19.00	17.00@19.00
500-600 lbs. <sup>1</sup> .....	16.50@18.50		16.50@19.00	17.00@19.00
600-700 lbs. <sup>2</sup> .....	16.50@18.50	17.00@19.50	16.50@19.00	17.00@19.00
700-800 lbs. <sup>2</sup> .....	16.50@18.50	17.00@19.50	16.50@19.00	17.00@19.00
STEER, Commercial:				
400-600 lbs. <sup>1</sup> .....	13.50@16.00		13.50@16.00	14.00@16.00
600-700 lbs. <sup>1</sup> .....	14.00@16.50	14.00@17.00	14.00@16.50	14.00@16.00
STEER, Utility:				
400-600 lbs. <sup>1</sup> .....	12.50@13.50	12.50@14.00	12.00@13.50	12.50@14.00
COW (all weights):				
Commercial.....	12.50@14.00	13.50@14.50	13.00@14.00	12.00@13.00
Utility.....	11.50@12.50	11.50@13.50	11.50@13.00	12.00@13.00
Cutter.....	10.50@11.50	11.50@12.50	11.00@11.50	11.00@12.00
Canner.....	10.00@10.50			
Fresh Veal and Calf: <sup>3</sup>				
VEAL, Choice:				
80-130 lbs.....	18.00@19.00	18.00@20.00	18.00@21.00	18.00@19.00
130-170 lbs.....	15.00@17.00		17.00@20.00	
VEAL, Good:				
50-80 lbs.....	15.00@16.00	16.00@18.00	14.50@17.50	16.00@17.00
80-130 lbs.....	15.00@16.00	16.00@18.00	16.00@18.00	15.00@16.00
130-170 lbs.....	13.00@15.00		15.00@17.50	
VEAL, Medium:				
50-80 lbs.....	13.50@15.00	14.00@16.00	12.50@14.50	15.00@16.00
80-130 lbs.....	14.50@15.00	14.00@16.00	13.50@16.00	14.00@15.00
130-170 lbs.....	12.00@13.00		13.00@14.50	13.00@14.00
VEAL, Common:				
All weights.....	11.50@12.50	12.00@14.00	12.00@13.50	12.00@14.00
Fresh Lamb and Mutton:				
LAMB, Choice:				
30-40 lbs.....	17.00@18.00	18.00@19.00	17.00@18.00	17.00@18.00
40-45 lbs.....	17.00@18.00	18.00@19.00	17.00@18.00	17.00@18.00
45-50 lbs.....	16.00@17.00	17.50@18.50	16.50@17.50	16.00@17.00
50-60 lbs.....	15.50@16.50		15.50@16.50	
LAMB, Good:				
30-40 lbs.....	15.50@17.00	17.00@18.00	16.00@17.00	15.00@17.00
40-45 lbs.....	15.50@17.00	17.00@18.00	16.00@17.00	15.00@17.00
45-50 lbs.....	15.00@16.00	16.50@17.50	16.00@17.00	15.00@17.00
50-60 lbs.....			15.00@16.00	15.00@16.00
LAMB, Medium:				
All weights.....	14.00@15.00	15.00@17.00	14.00@16.00	14.00@15.00
LAMB, Common:				
All weights.....	13.00@14.00	13.50@15.50	13.00@14.00	13.00@14.00
MUTTON (Ewe), 70 lbs. down:				
Good.....	8.00@ 9.00	9.00@10.00	8.00@ 9.00	
Medium.....	7.00@ 8.00	8.00@ 9.00	7.00@ 8.00	
Common.....	6.00@ 7.00	7.00@ 8.00	6.00@ 7.00	
Fresh Pork Cuts: <sup>4</sup>				
LOINS No. 1 (Boneless Incl.):				
8-10 lbs.....	16.50@17.50	18.50@19.50	16.00@17.50	16.50@18.00
10-12 lbs.....	16.50@17.50	18.50@19.50	16.00@17.50	16.50@18.00
12-15 lbs.....	15.00@16.00	18.00@18.50	15.50@16.50	15.00@17.00
16-22 lbs.....	13.00@14.50	15.00@16.50		14.00@15.00
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs.....	12.00@13.00		13.50@14.50	
BUTTS, Boston Style:				
4- 8 lbs.....	15.50@16.50		16.50@17.50	16.00@17.50
SPARE RIBS:				
Half Sheets.....	13.00@14.00			
TRIMMINGS:				
Regular.....	11.00@11.50			

<sup>1</sup>Includes heifer 300-450 lbs. and steer down to 300 lbs. at Chicago. <sup>2</sup>Includes Koshered beef sales at Chicago. <sup>3</sup>Skin on at Chicago and New York; equivalent weights skin off at Boston and Philadelphia. <sup>4</sup>Based on 50-100 pound box sales to retailers.

All quotations in dollars per hundredweight. Beef, veal, calf, lamb and mutton prices apply to straight and calculated carcass bases.

## FLASHES ON SUPPLIERS

WESTINGHOUSE ELECTRIC & MFG. CO.—August was the biggest month in the history of the company with orders totaling \$57,352,054, an increase of 68.8 per cent over July. Business for the eight months ended August 31 amounted to \$226,513,813, an increase of 67.1 per cent over the corresponding period last year. The company's previous record month was October, 1917, with \$50,000,000 in orders.

ELGIN SOFTENER CORP.—The Elgin, Ill., company announces the opening of an office at 215 N. Mason st., Appleton, Wis. Ralph H. Williams, who has been handling the Elgin line of water conditioning equipment in Wisconsin, will be in charge.

NORTHERN EQUIPMENT CO.—Appointment of Neil H. Brown, Charlotte, N. C., as district representative has been announced by the Northern Equipment Co., Erie, Pa.

# Tallow, Grease Tone Continues Steady on Moderate Trade

About 500,000 lbs. N. Y. extra sell at previous level of 3¼c; important mid-western factor enters market again—Producers remain in favorable position—By-products steadier.

**TALLOW.**—An extremely steady market continued to rule tallow at New York this week. It was estimated that possibly 500,000 lbs. of extra changed hands during the week at unchanged prices of 3¼c. Leading soapers were in the market for supplies locally, and a large midwestern consumer, who has been out of the market for some time, was also buying this week. Business could have been larger if producers had been willing sellers at the going levels. There were indications that soapers were still interested at unchanged prices, but local renderers are fairly well sold up and are inclined to move slowly pending developments.

At New York, edible was quoted at 3½c; extra, 3¼c, and special, 3¼c.

There was an upward trend in the Chicago tallow market this week; producers lightened their offerings in the face of an improving demand for material. On Tuesday, tallows firmed up about ¼c on scattered trading and a large consumer advanced bids to 3¼c for prime and 3½c for special, delivered Cincinnati, for October delivery. Same day, several tanks of prime tallow sold at 3¼c, Chicago, and this figure was bid. Wednesday's trade was limited by light offers, with buyers resisting payment of advances; producers were asking 4c for prime, or ¼c over buyers' ideas. Although lard easiness on Thursday was reflected in a hesitant attitude on the part of tallow buyers, offerings remained comparatively light. Prime tallow was salable at 3¼c, River point, with 3½c asked there. Tallow quotations on Thursday at Chicago were:

Edible tallow	.....4¼@4½
Fancy tallow	.....3¼@4
Prime packers	.....3¼@4
Special tallow	.....3½@3¾
No. 1 tallow	.....3½

**STEARINE.**—The market was quiet but firmer at New York. One car of oleo sold at 6c, up ¼c, and there was further buying interest in the market at that level. Rumors of sales at higher prices lacked confirmation.

At Chicago, the market was quiet and steady. Prime was quoted at 5½@5¾c.

**OLEO OIL.**—Interest was limited at New York but the market steady. Extra quoted at 6¼@6½c; prime, 6@6½c, and lower grades, 5¼@6c.

At Chicago, the market was quiet and steady. Extra was quoted at 7c.

**GREASE OIL.**—Demand was fair and the market ¼c better at New York. No. 1 was quoted at 7c; No. 2, 6¼c; extra, 7½c; extra No. 1, 7¼c; winter strained,

7¼c; prime burning, 8¼c; and prime inedible, 8c.

Grease oil quotations at Chicago were as follows: No. 1, 6¼c; No. 2, 6¼c; extra, 6¼c; extra No. 1, 6¼c; extra winter strained, 7c; special No. 1, 6½c; prime burning, 7¼c; and prime inedible, 7¼c. Acidless tallow oil was quoted at 6¼c.

**NEATSFOOT OIL.**—Demand was moderate at New York, but the market firmer in spots. Cold test was quoted at 15¼c; extra, 7¼c; extra No. 1, 7¼c; prime, 7¼c; and pure, 10½c.

Neatsfoot oil quotations at Chicago were: Cold test, 15¼c; extra, 6¼c; No. 1, 6¼c; prime, 7c, and pure, 10¼c.

(See page 29 for later markets.)

**GREASES.**—In a moderate trade, the market for greases at New York was very steady. Offerings were not free and demands were fair. Yellow and house grease sold in a moderate way at 3¼c, unchanged from the previous week, and that figure subsequently was bid without attracting sales. Soapers, however, were not inclined to come up in their ideas at the moment, but it was apparent that owing to the well sold up position of producers and the steadiness in tallow, any broadening in the demands for greases might easily result in a better market level.

At New York, choice white was quoted at 3¼c; yellow and house, 3¼c; and brown, 3@3¼c.

Paralleling the action of the tallow market, greases at Chicago recorded gains this week on light offerings. A firming up of this market took place on Tuesday; couple tanks of white grease sold at 3¼c, Chicago, with a tank or so reported later at 3¼c; additional sales at this level took place at midweek. Couple cars of white grease sold on Thursday at 3¼c, Chicago, and it was reported that more was offered in other directions. Same day, a tank or two of yellow grease sold at 3¼c, Chicago, and a tank of very good quality product was reported to have sold at 3¼c, same basis. Despite easiness in the lard market on Thursday, grease producers did not increase their offerings to any important extent. Thursday's grease quotations at Chicago were:

Choice white grease	.....3¼
A-white grease	.....3¼
B-white grease	.....3½
Yellow grease, 10-15 f.f.a.	.....3¼@3½
Yellow grease, 16-20 f.f.a.	.....3¼@3½
Brown grease	.....3 @3½

## TRIMMING OFF THE PROFITS

Does it pay to save hog snouts? Do you compare them with tank value? Read "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."

## BY-PRODUCTS MARKETS

(Quotations given are basis Chicago.)

September 28, 1940

By-products markets held fairly firm this week, although slight declines were registered in a few items, including cracklings.

### Blood

Scattered sales of blood reported in range shown, but market very nominal in tone.

Unit

Ammonia

Unground .....\$2.65@2.75

### Digester Feed Tankage Materials

No change reported in this market. Very little material moving at this time.

Unground, 11 to 12% ammonia.....\$2.65@2.75  
Unground, 6 to 10%, choice quality.....3.00@3.25  
Liquid stick .....1.50@1.75

### Packinghouse Feeds

Decline of \$2.50 recorded in the 60% digester tankage and 50% meat and bone scraps. Market dull.

Carlots,

Per ton

60% digester tankage.....\$42.50  
50% meat and bone scraps.....42.50  
Blood-meal.....55.00  
Special steam bone-meal.....42.50

### Bone Meals (Fertilizer Grades)

Unchanged market; quotations largely nominal.

Per ton

Steam, ground, 3 & 50.....\$30.00@32.50  
Steam, ground, 2 & 26.....30.00@32.50

### Fertilizer Materials

Hoof meal reported nominally easier; this market otherwise unchanged.

Per ton

High grade tankage, ground .....2.40@10c  
10@11% ammonia .....2.40@10c  
Bone tankage, unground, per ton 20.00@22.50  
Hoof meal, unground .....2.00@2.25

### Dry Rendered Tankage

Easier situation prevails in cracking market; a few cars reported moving this week at prices quoted, Chicago basis.

Per ton

Hard pressed and expeller unground, up to 48% protein (low test).....\$ .57½  
above 48% protein (high test)......55  
Soft pressed pork, ac. grease and quality, ton .....37.50  
Soft pressed beef, ac. grease and quality, ton .....32.50@35.00

### Gelatine and Glue Stocks

Gelatine and glue stocks about steady with last week.

Per ton

Calf trimmings .....\$ 25.00  
Sinews, pizzles .....18.00  
Cattle jaws, skulls and knuckles.....30.00@32.50  
Hide trimmings .....13.00@14.00  
Pig skin scraps and trim, per lb.....5c

### Bones and Hoofs

No changes reported in this market.

Per ton

Round shins, heavy .....\$ 50.00  
light .....47.50@50.00  
Flat shins, heavy .....42.50@45.00  
light .....40.00  
Blades, buttocks, shoulders & thighs.....37.50@40.00  
Hoofs, white .....55.00  
Hoofs, house run, unassorted.....25.00  
Junk bones .....22.00@24.00

### Animal Hair

Animal hair market was steady.

Winter coil dried, per ton.....\$30.00@35.00  
Summer coil dried, per ton.....22.50@25.00  
Winter processed, black, lb.....6¼@7c  
Winter processed, gray, lb.....5½@6c  
Summer processed, gray, lb.....3 @3½c  
Cattle switches .....2¼@3¼c

## FERTILIZER PRICES

### BASIS NEW YORK DELIVERY

#### Ammoniates

Ammonium sulphate, bulk, per ton, basis ex- vessel Atlantic ports.....	\$28.00
Blood, dried, 16% per unit.....	2.35
Unground fish scrap, dried, 11½% ammonia, 16% B. P. L., f.o.b. fish factory.....	3.25 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	51.00
October shipment.....	51.00
Fish scrap, acidulated, 70% ammonia, 3% A. P. A., f.o.b. fish factories.....	2.50 & 50c
Soda nitrate, per net ton; bulk, ex-vessel Atlantic and Gulf ports.....	27.00
in 200-lb. bags.....	28.80
in 100-lb. bags.....	29.50
Fertilizer tankage, ground, 10% ammonia, 10% B. P. L. bulk.....	2.40 & 10c
Feeding tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	2.40 & 10c

#### Phosphates

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	\$32.50
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.....	31.50
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	8.50

#### Dry Rendered Tankage

50/55% protein, unground.....	50c
60% protein, unground.....	50c

## EASTERN FERTILIZER MARKETS

New York, September 26, 1940

Some of the markets were easier the past week and a large quantity of cracklings was sold at New York at 50c, which is a decline of 2½c per unit. The market is well cleaned up at 50c. Blood declined slightly for lack of buying and tankage is dull at present.

The price of nitrate of soda in bags has been advanced 50c per ton, effective October 1. Fish scrap is stronger, due to increased demand from both fertilizer and feed buyers.

## AUGUST MARGARINE TAX

Taxes paid on oleomargarine during August, 1940 and 1939, according to the report of the U. S. Bureau of Internal Revenue, were as follows.

	1940	1939
Excise taxes .....	\$50,683.77	\$60,268.31
Special taxes .....	169,267.18	157,724.29
Total .....	\$225,950.95	\$217,992.60

Quantity of product on which tax was paid during August, 1940, totaled 20,490 lbs. of colored margarine and 21,204,216 lbs. of uncolored; during August, 1939, tax was paid on 14,288 lbs. of colored and on 22,852,836 lbs. of uncolored margarine.

## TALLOW FUTURE TRADING

Monday, Sept. 23.—Close: Dec. 3.75@4.00; Mar. 3.85 b.

Tuesday, Sept. 24.—Close: Old—all 3.75 n; New—Dec. 3.85@4.10; Jan. 4.00@4.15; Mar. 4.10@4.25; no sales.

Wednesday, Sept. 25.—Close: Dec. 3.85@4.10; Mar. 4.10@4.25.

Thursday, Sept. 26.—Close: Dec. 3.85 b; Mar. 4.10 b.

Friday, Sept. 27.—Close: Dec. 3.85@4.10; Mar. 4.10 b; no sales.

# Cotton Oil Futures Mark Time in Fair Daily Trade

**Little hedging pressure develops as new crop moves slowly—Refiners lift hedges against cash sales in nearby—Professionals follow outside trends.**

DAILY turnover in cottonseed oil futures was on a fair scale in the New York market during the past week, but prices backed and filled over a modest range and showed a net loss of 4 to 6 points. There was no pressure on the market as the new crop was moving slowly and crude and seed were steadily held in the South. Speculative demand was not aggressive and the market could not hold gains.

Hedge selling appeared in a modest way on a scale upwards in the late months and limited the rises. On the other hand, refiners were lifting hedges against cash sales in nearby futures; this activity, with buying of distant months by mills against crude sales, prevented extensive downturns.

The professional element was first on one side and then on the other in following outside trends, particularly in securities. The ring element appeared to lean to the destructive side in anticipation that the market must sooner or later feel the weight of the new crop movement, and also stressed the relatively low price of lard and slight export possibilities for edible fats.

There are indications that refiners are inclined to hedge purchases more fully this season than last, presumably due to uncertainties existing throughout the world. Hedging pressure has not been pressed on the declines, but selling has come on the bulges.

In the trade there is still some feeling that the cotton crop will turn out larger than the last official estimate, that recent warm weather has added to corn supplies, and that the soybean crop will be larger than the last estimate.

COCONUT OIL.—Trade was rather slow at New York but the market was steady. Bulk oil was 2½c bid and 2½c asked. Pacific coast tanks were called 2¼c nominal.

CORN OIL.—Trade was quiet with buyers and sellers slightly apart. Akron

offered a car at 5½c and turned down a bid of 5½c.

SOYBEAN OIL.—The market was steady at New York with spot at 4c bid and 4½c asked. Late October forward was 3.80@3.85c bid, with small mills asking 3½c and large ones holding for 4c. Soybean producers were reported endeavoring to obtain a government loan on beans in line with corn and wheat.

PALM OIL.—Trade was quiet at New York but prices were steady. Nigre spot in tanks was 2½c; shipment, 2½c, and Sumatra spot, 2½c, and shipment, 1½c.

OLIVE OIL FOOTS.—New York market was quiet and steady. Tanks were quoted at 8½c.

PEANUT OIL.—Interest was quiet and the market at New York was nominally 5½c, mill points.

COTTONSEED OIL.—Valley and Southeast crude were quoted Wednesday at 4½c bid, 4½c asked; Texas, 4½c bid, 4½c asked at common points; Dallas, 4½c nominal.

Futures market transactions for the week at New York were:

### FRIDAY, SEPTEMBER 20, 1940

	Sales	—Range—	High	Low	—Closing—	Bid	Asked
October .....	34	548	539	545	trad		
November .....	..	..	..	545	bid		
December .....	6	559	550	557	559		
January .....	4	..	..	560	564		
February .....	..	..	..	562	nom		
March .....	41	573	565	571	sale		
April .....	..	..	..	573	nom		
May .....	28	580	570	576	578		

Sales 113 contracts.

### SATURDAY, SEPTEMBER 21, 1940

October .....	6	..	..	546	549		
November .....	..	..	..	546	bid		
December .....	2	..	..	558	561		
January .....	3	565	563	562	564		
February .....	..	..	..	565	nom		
March .....	8	575	573	573	sale		
April .....	..	..	..	575	nom		
May .....	14	581	580	579	580		

Sales 33 contracts.

### MONDAY, SEPTEMBER 23, 1940

October .....	10	551	548	550	trad		
November .....	..	..	..	550	nom		
December .....	7	565	562	562	565		
January .....	1	567	567	565	567		
February .....	..	..	..	567	nom		
March .....	30	577	573	575	trad		
April .....	..	..	..	577	nom		
May .....	28	584	580	583	585		

Sales 76 contracts.

### TUESDAY, SEPTEMBER 24, 1940

October .....	31	545	544	544	546		
November .....	..	..	..	544	bid		
December .....	8	560	558	557	558		
January .....	3	565	565	560	563		
February .....	..	..	..	563	nom		
March .....	44	574	570	569	571		
April .....	..	..	..	572	nom		
May .....	21	582	578	577	578		

Sales 107 contracts.

### WEDNESDAY, SEPTEMBER 25, 1940

October .....	29	545	540	546	547		
November .....	..	..	..	546	bid		
December .....	14	554	552	558	560		
January .....	..	..	..	560	564		
February .....	..	..	..	563	nom		
March .....	33	575	564	571	trad		
April .....	..	..	..	573	nom		
May .....	48	583	575	579	581		

Sales 119 contracts.

### THURSDAY, SEPTEMBER 26, 1940

October .....	37	545	540	541	bid		
November .....	12	555	552	553	bid		
January .....	1	559	559	556	bid		
March .....	42	572	565	566	bid		
May .....	26	580	574	574	bid		

(See page 29 for later markets.)

## VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Val- ley points, prompt.....	4½@4½
White deodorized, in bbls., f.o.b. Chgo.....	6 @6½
Yellow, deodorized.....	6 @6½
Soap stock, 50% f.f.a., f.o.b. consuming points .....	1½@1½
Soybean oil, f.o.b. mills, in tanks.....	3½@4½
Corn oil, in tanks, f.o.b. mills.....	5½@5½
Coconut oil, sellers' tanks, f.o.b. coast.....	2½@2½
Refined coconut, bbls., f.o.b. Chicago.....	7½@8

## OLEOMARGARINE

### F. O. B. CHICAGO

White domestic vegetable.....	14½
White animal fat.....	11½
Water churned pastry.....	12
Milk churned pastry.....	13
White "nut" type.....	8
Vegetable type.....	7½



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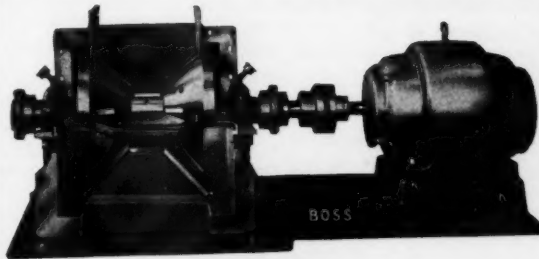
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# HIDES AND SKINS

**Packer hides strongly held; trade light. Native steers up  $\frac{1}{2}$ c on sales and bids; heavy native cows up a cent. Sept. kips cleared at  $\frac{1}{2}$ c advance; heavy calf steady to  $\frac{1}{2}$ c up, lights cent higher.**

## Chicago

**PACKER HIDES.**—While trade has been light so far this week in the packer hide market, with only about 17,000 hides involved, the strength of the market is indicated by the fact that advances were paid on all the descriptions actually sold. Native steers sold  $\frac{1}{4}$ c up for regular points, with bids another  $\frac{1}{4}$ c up later declined; extreme light Texas steers sold at  $\frac{1}{2}$ c over previous nominal figure; heavy native cows moved up on successive sales a full cent; bulls sold  $\frac{1}{4}$ c higher.

The stronger security markets were reflected in an advance of 43@54 points in hide futures at the opening of the week, with practically all of this advance still held despite minor fluctuations. Packers were encouraged to ask  $\frac{1}{2}$ c up on all descriptions and, in view of their closely sold up position on most selections, have held firmly to this idea. Buyers have confined the payment of advances so far to the most popular selections.

One sale of 1,300 Aug.-Sept. native steers, Cleveland take-off, was made early at 13 $\frac{1}{4}$ c, being from a low freight point; later, 4,000 Sept. native steers, regular points, sold at 13c, or  $\frac{1}{2}$ c over last week, and bid of 13 $\frac{1}{4}$ c was declined late this week; couple small cars moved at New York at 14c. Extreme light native steers are salable at last paid price of 13c but stocks limited and  $\frac{1}{2}$ c more asked.

Butt branded steers last sold at 11c, Colorados at 10 $\frac{1}{2}$ c, and heavy Texas steers at 11c; packers ask  $\frac{1}{2}$ c more. Light Texas steers sold previous week at 10 $\frac{1}{4}$ c and 10 $\frac{1}{2}$ c is asked for a few. A total of 3,300 Sept. extreme light Texas steers sold at 11 $\frac{1}{2}$ c, or  $\frac{1}{2}$ c over previous nominal figure.

One packer sold 1,200 Aug.-Sept. heavy native cows early at 12 $\frac{1}{2}$ c, or  $\frac{1}{2}$ c up, and 800 back salting dating Mar. into May brought 10c; later 4,000 Sept. heavy native cows sold at 13c, another  $\frac{1}{2}$ c advance. Packers last sold northern light native cows at 12c and River points at 12 $\frac{1}{2}$ c but are holding for  $\frac{1}{2}$ c more. Last trading price of 10 $\frac{1}{2}$ c for branded cows has been declined, asking 11c.

A packer sold 800 June to Aug. native bulls early at 8 $\frac{1}{2}$ c, or  $\frac{1}{4}$ c up; later, the Association moved 750 Sept. bulls basis 8 $\frac{1}{2}$ c for natives and 7 $\frac{1}{2}$ c for brands.

One packer moved a total of 7,000 all-weight hides from several light average southeastern points early in the week at 12 $\frac{1}{2}$ c flat.

Withdrawals from Exchange warehouses during first 24 days of Sept.

totalled 61,095 hides, as against 58,794 during same period in August.

## OUTSIDE SMALL PACKER HIDES.

—Some sales of outside small packer all-weights of fairly heavy average, around 46-48 lb., have been reported basis 10 $\frac{1}{2}$ c for natives, with brands  $\frac{1}{2}$ c less, while other lots of same average are held at 11c and unsold. The market is thought to be well sold up so far as the better productions are concerned and lighter average stock could be sold up to 11c.

**PACIFIC COAST.**—At the end of last week, there was trading by the larger packers in the Pacific Coast market to the extent of about 25,000 Sept. hides at 9c flat for steers and cows, f.o.b. shipping points, with 9c available for more later.

## FOREIGN WET SALTED HIDES.

Standard steers moved up  $\frac{1}{2}$ c this week in the South American market when 8,000 Argentine frigorifico steers were sold to Canada at 70 pesos, equal to 10 $\frac{1}{4}$ c, c.i.f. New York, as against 10 $\frac{1}{4}$ c paid late last week by England for 4,000 Anglo steers; 4,000 LaBlanca steers sold later also at 70 pesos or 10 $\frac{1}{4}$ c. A sale of 5,000 Argentine frigorifico reject steers was reported at 64 pesos or 10c, up  $\frac{1}{4}$ c from price paid late last week.

**COUNTRY HIDES.**—There is not much actual trading coming to light in the country market and buyers indicate that offerings of desirable stock are not very liberal. Untrimmed all-weights are held at 8 $\frac{1}{2}$ @9c flat, del'd Chgo., top for lighter average hides. Heavy steers and cows continue neglected and quoted 7 $\frac{1}{2}$ @7 $\frac{1}{2}$ c flat, untrimmed, with  $\frac{1}{2}$ @ $\frac{1}{2}$ c more asked for trimmed stock. Buff weights quoted 9 $\frac{1}{2}$ @9 $\frac{1}{2}$ c, selected, trimmed. Good quality light average trimmed extremes are salable around 11 $\frac{1}{2}$ c, with 11 $\frac{1}{2}$ @12c asked. Bulls quoted 5 $\frac{1}{2}$ @6c. Glues quiet and around 6 $\frac{1}{2}$ @7c nom. All-weight branded hides nominal at 7 $\frac{1}{2}$ @8c flat.

**CALFSKINS.**—Packer calfskins were active, the northern heavies advancing  $\frac{1}{2}$ c; River heavies sold steady, while lights moved up 2c over the price paid couple weeks back, narrowing the spread under heavies by  $\frac{1}{2}$ c. One packer sold 8,000 Sept. northern heavy calf, 9 $\frac{1}{2}$ /15 lb., at 25c. Another packer removed balance of Sept. production from the market quietly. A third packer sold 1,800 Sept. lights, under 9 $\frac{1}{2}$  lb., at 19c. Fourth packer sold Sept. production, about 11,000, basis 25c for northern heavies, 23 $\frac{1}{2}$ c for River point heavies, and 19c for lights. Most packers well sold up to end of Sept.

Bids were advanced  $\frac{1}{2}$ c on city calfskins over last trading prices; 15 $\frac{1}{2}$ c is available for 8/10 lb., with 16c asked; 20c is bid for 10/15 lb., with 21@21 $\frac{1}{2}$ c asked. Straight countries quoted around 13 $\frac{1}{2}$ c flat. Chgo. city light calf and deacons are salable at last paid figure of \$1.05 but none offered.

**LATER:** Collector sold car Chicago city 8/10 lb. calf at 16c; 10/15 lb. 21c bid, with offerings withdrawn; car light calf and deacons sold at \$1.15.

**KIPSKINS.**—Packer kips were active at  $\frac{1}{2}$ c advance, with all of Sept. production sold except one small lot of brands. One packer sold Sept. production of about 20,000, including June forward brands, and another 10,000 Sept. production with Aug. brands included, all at 20 $\frac{1}{2}$ c for northern natives, 19c for northern over-weights, southern natives and over-weights a cent under northern, and 17c for branded kips. Third packer sold 3,000 northern natives at 20 $\frac{1}{2}$ c, 1,500 northern over-weights at 19c, and 800 brands at 17c. Fourth packer booked Sept. natives and sold 3,500 over-weights at the going prices.

City kipskins are quoted around 18 $\frac{1}{2}$ c nom., with 18c last paid and none offered. Straight countries quotable around 13c flat.

One packer sold 2,000 Aug. regular slunks this week at 75c, or 10c up; hairless last sold 45@50c, 55c asked.

**LATER:** Packer sold 2,500 Sept. regular slunks at 80c or 5c up.

**HORSEHIDES.**—The market is firm on horsehides, with offerings comparatively light and small sales reported. City renderers, with manes and tails, are salable at \$5.20@5.25, some quoting up to \$5.35, selected, f.o.b. nearby sections; ordinary trimmed renderers range around \$5.00, del'd Chgo.; mixed city and country lots \$4.60@4.75, Chgo.

**SHEEPSKINS.**—Dry pelts are quiet and nominal around 18 $\frac{1}{2}$ @19 $\frac{1}{2}$ c per lb., del'd Chgo., for full wools. Production is light on packer shearlings and small sales are keeping the market closely sold up; generally quoted \$1.30@1.35 for No. 1's, 90@95c for No. 2's, and 50c for No. 3's, with very few No. 3's coming now, and top prices obtainable on small lots. Pickled skins are fairly well sold up, with last confirmed trading locally at \$4.75 per doz. packer production; a car was reported in the eastern market at \$5.00, and local sellers ask the same figure. Last trading in outside packer Sept. wool pelts was at \$1.80@1.85 per cwt. live weight basis, with small packer stock around 10c less; the wool market has been creeping upward and pelt market now stronger.

## New York

**PACKER HIDES.**—Two New York packers each sold about 500 Sept. native steers mid-week at 14c, or  $\frac{1}{2}$ c over the price paid late last week for two cars. A good part of Sept. production of butt branded steers moved last week at 11c but this bid is being declined for butt brands, and 10 $\frac{1}{2}$ c for Colorados, asking  $\frac{1}{2}$ c more on both.

**CALFSKINS.**—No sales by collectors have come to light this week but the calfskin market in general is stronger. Collectors last sold 4-5's at \$1.05, 5-7's at \$1.25 and 7-9's at \$1.90, but some talk around 10c higher; 9-12's around \$3.25 nom. Packers sold 5,000 of the 7-9's at \$2.35 and 7,500 of 9-12's at \$3.50 with 8,000 buttermilks at \$3.00.

## CANADIAN STORAGE STOCKS

Stocks of meats in storage in Canada showed a sharp decline during August and on September 1 had almost reached normal. Pork on hand totaled 37,758,630 lbs., a decrease of about 16 million lbs. from the previous month, although 10 million lbs. above the five-year average. However, stocks include a fairly large quantity of pork held for account of the Canadian Bacon Board for shipment to the United Kingdom, as needed. Beef stocks declined 2 million lbs. and were about equal to the five-year average on September 1.

Stocks of meat in Canada on September 1, 1940:

	Sept. 1,*	Sept. 1,**	Sept. 1,	5-yr.
	1940	1940	1939	avg.
	M lbs.	M lbs.	M lbs.	M lbs.
Beef	10,831,219	12,611,807	9,936,475	10,971,287
Veal	3,827,460	3,948,424	3,736,909	3,595,830
Pork	37,758,630	53,671,433	26,236,902	27,386,193
Mutton and lamb	869,290	805,639	849,330	783,119

\*Preliminary figures. \*\*Revised figures.

## CANADIAN EXPORTS TO U. K.

Exports of bacon and hams to the United Kingdom from Canada continued in heavy volume during August; shipments totaled 26,452,300 lbs. compared with 15,250,000 lb. in August last year. Total export movement during the first eight months of 1940 was 213,894,100 lbs. compared with 109,235,500 lbs. in the corresponding period in 1939. Exports of canned meats also increased, with 6,070,015 lbs. shipped in the first two-thirds of this year compared with 1,254,173 lbs. last year.

Exports of Canadian meats to the United Kingdom during the first eight months of 1940, compared with 1939:

	8 mos.	8 mos.
	1940	1939
	lbs.	lbs.
Beef	844,600	844,600
Bacon and hams	213,894,100	109,235,500
Pork	124,900	338,200
Canned meats	6,070,015	1,254,173
Lard	1,708,100	6,277,100
Lard compound	298,000	444,500

## CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended September 21, 1940, were 4,102,000 lbs.; previous week 3,992,000 lbs.; same week last year 3,933,000 lbs.; Jan. 1 to date, 174,357,000 lbs.; same period last year, 173,012,000 lbs.

Shipments of hides from Chicago for week ended September 21, 1940, were 5,757,000 lbs.; previous week 6,542,000 lbs.; same week last year 7,246,000 lbs.; Jan. 1 to date, 197,518,000 lbs.; same period last year, 177,859,000 lbs.

## CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended on September 21, 1940:

	Week	Previous	Same
	Sept. 21	week	week '39
Cured meats, lbs.	19,601,000	21,023,000	21,035,000
Fresh meats, lbs.	53,324,000	51,445,000	47,910,000
Lard, lbs.	5,677,000	6,723,000	9,419,000

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSING

### Provisions

Hog products were barely steady during the latter part of the week with renewed liquidation in nearbys, partly due to foreign developments, easier other markets, quiet cash demand and hedge pressure.

### Cottonseed Oil

Cotton oil was moderately active and easy; December to May made new season's lows on limited support, selling, liquidation, foreign developments, easier Allied outside markets and quiet cash demand but no pressure of consequence on new drop. Southeast and Valley crude, 4½@4½c lb.; Texas, 4.30@4½c lb.

Quotations on bleachable cottonseed oil at close of New York market Friday were: Oct. 5.38; Dec. 5.49@5.50; Jan. 5.51@5.55; Mar. 5.60@5.62; May 5.69@5.70; 104 lots; closing steady.

### Tallow

New York extra tallow, 3½c lb.

### Stearine

Stearine was quoted 6½c lb.

## Friday's Lard Markets

New York, Sept. 27, 1940.—Prices are for export. Lard, prime western, 5.35@5.45c; middle western, 5.30@5.40c; city, 5c; refined continent, 6½c; South American, 6½@6½c; Brazil kegs, 6½@6½c; shortening 8c.

## CHICAGO COTTON OIL

Monday, Sept. 23.—Close, B.P.S. Oct. 5.50 n; Dec. 5.54 ax; Jan. 5.56 ax; Mar. 5.63b; May 5.70 ax; Cash close 5.50 n.

Tuesday, Sept. 24.—Close: B.P.S. Oct. 5.50 n; Dec. 5.54 n; Jan. 5.56 ax; Mar. 5.63 ax; May 5.70 b; cash close 5.50 n.

Wednesday, Sept. 25.—Close: Oct. 5.50 n; Dec. 5.54 n; Jan. 5.56 ax; Mar. 5.63 ax; May 5.70 b; cash close 5.50 n.

Thursday, Sept. 19.—Close: B.P.S. Oct. 5.43 ax; Dec. 5.52 ax; Jan. 5.55 ax; Mar. 5.61 ax; May 5.70 ax; cash close 5.50 n.

Friday, Sept. 27.—Close: B. P. S. Oct. 5.38; Dec. 5.47; Jan. 5.50; Mar. 5.50; May 5.62, all asked. Cash cottonseed oil 5.50n.

## CANADIAN PORK EXPORTS

MONTREAL.—Exports of bacon and ham from Canada during the seven-month period, January to July, slightly exceeded 188,000,000 lbs. For the corresponding period in 1939, total exports were 94,700,000 lbs. The present bacon agreement with the United Kingdom will terminate on October 31.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Sept. 27, 1940, with comparisons:

	PACKER HIDES	Week ended	Prev.	Cor. week,
		Sept. 27	week	1939
Hvy. nat. str.	.....	@13¼b	12¼@13	16¼@17
Hvy. Tex. str.	.....	@11¼	@11	16 @16¼
Hvy. butt brnd'd str.	.....	@11¼	@11	16 @16¼
Hvy. Col. str.	.....	@10¼	@10¼	15¼@16
Ex-light Tex. str.	.....	@11¼	10¼@11n	15¼@16
Brnd'd cows. 10½	@11	@10¼	15¼@16	
Hvy. nat. cows	.....	@13	@12	16 @16¼
Lt. nat. cows. 12	@13	12	@12¼	16 @16¼
Nat. bulls	.....	@8¼	@8¼	12 @13
Brnd'd bulls	.....	@7¼	@7¼	11 @12
Calfskins	.....	@23	18	@24¼, 27 @28
Kips, nat.	.....	@20¼	@20	@22¼
Kips, ov-wt.	.....	@19	@18¼	@21¼
Kips, brnd'd	.....	@17	@16n	@19¼
Slunks, reg.	.....	@65	@65	1.25@1.40n
Slunks, hrls.	.....	@55	45 @50	60 @75n

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

## CITY AND OUTSIDE SMALL PACKERS

Nat. all-wts.	10½@11	10½@11	14 @15
Branded	10 @10¼	10 @10¼	13¼@14¼
Nat. bulls	7 @7¼	7 @7¼	@11n
Brnd'd bulls	6¼@7	6¼@7	@11n
Calfskins	15¼@20b	15 @19¼	23 @25
Kips	18¼n	@18	@21n
Slunks, reg.	@65n	@60n	1.00@1.25
Slunks, hrls.	@45n	@40n	45 @60n

## COUNTRY HIDES

Hvy. steers	7¼@8	7¼@7¾	10¼@11
Hvy. cows	7¼@8	7¼@7¾	10¼@11
Bulls	9¼@9¼	@9¼	13 @13¼
Extremes	11¼@11¼	@11¼	15 @15¼
Bulls	5¼@6	5¼@6	8¼@9
Calfskins	@13¼	@13	@17
Kipskins	@13	12 @12¼	16¼@17
Horsehides	4.60@5.35	4.50@5.25	4.50@5.75

## SHEEPSKINS

Pkr. shearlgs	@1.35	1.30@1.35	@1.50
Dry pelts	18¼@19¼	18 @19¼	20 @21n

## NEW YORK HIDE FUTURES

Saturday, Sept. 21.—Close: Sept. 9.85 n; Dec. 9.90; Mar. 10.02@10.05; June 10.12 n; Sept. (1941) 10.21 n; 19 lots; 6@10 higher.

Monday, Sept. 23.—Close: Sept. 10.39 n; Dec. 10.38@10.40; Mar. 10.48@10.49; June 10.55; Sept. (1941) 10.62 n; 345 lots; 41@54 higher.

Tuesday, Sept. 24.—Close: Dec. 10.30; Mar. 10.37; June 10.50; Sept. (1941) 10.50 n; 174 lots; 5@12 lower.

Wednesday, Sept. 25.—Close: Dec. 10.30; Mar. 10.38@10.40; June 10.50 n; Sept. 10.51 n; 86 lots; unchanged to one higher.

Thursday, Sept. 26.—Close: Dec. 10.35; Mar. 10.40; June 10.52 n; Sept. 10.55 b; 84 lots; 2@5 higher.

Friday, Sept. 27.—Close: Dec. 10.21@10.24; Mar. 10.30; June 10.35 n; Sept. (1941) 10.37 n; 235 lots, 10@18 lower.

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to September 27, 1940: To the United Kingdom, 54,546 quarters; to the Continent, none. A week ago, to the United Kingdom, 46,580 quarters; to Continent, none.





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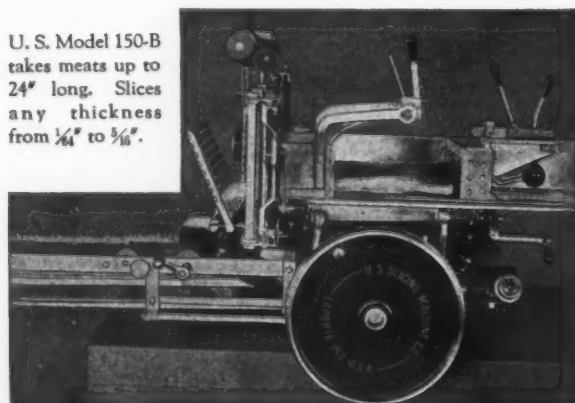
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## **WM. J. STANGE CO.**

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Western Branches: 923 E. 3rd St., Los Angeles; 1250 Sansome St., San Francisco. In Canada: J. H. Stafford Industries, Ltd., 24 Bayview St., Toronto, Ont.

# NEW EQUIPMENT *and Supplies*

## TRUCK COOLING UNITS

Packers and sausage manufacturers checking on truck refrigerating methods and equipment will find much of interest in a large capacity, light-weight, self-contained unit placed on the market recently by the Carrier Corp., Syracuse, N. Y. This well-planned piece of equipment has been designed specifically for cooling truck and trailer space. A minimum of moving parts and lack of necessity for adjustments make the unit desirable for highway service.

The unit consists of a four-cylinder, four-cycle gasoline motor, direct-connected through a flexible coupling to a two-cylinder compressor. The unit and the necessary auxiliaries, such as condenser, radiator and condenser fan, are concentrated in surprisingly small space.

Two sizes are available for use in truck bodies from 12 ft. to 35 ft. long. Being relatively light in weight, a unit may be installed in any convenient location. In larger trucks it is often mounted under the body, as shown in the accompanying illustration, or inside above the floor. In both cases, the full payload space is available. The unit may be installed laterally inside the body in smaller trucks and trailers having

under-carriage encumbrances.

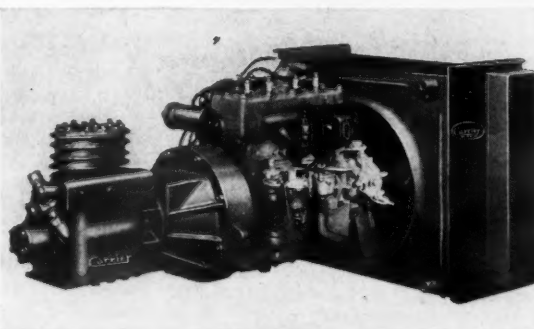
The units are equipped for manual and push button starting or stopping, or for automatic control by thermostat or pressure. Motor is equipped with an automatic choke regulated by the exhaust manifold temperature. A warning signal flashes in the truck cab in case of starting failure to indicate attention is needed. Protection against reverse rotation of engine is incorporated in the automatic circuit controller. Specifications of units 68D2 and 68D3:

### REFRIGERATING UNIT SPECIFICATIONS

	68D2	68D3
<b>COMPRESSOR</b>		
No. of cylinders...	Two	Two
Bore .....	1 11/16 in.	2 1/4 in.
Stroke .....	1 1/16 in.	1 11/16 in.
Lubrication .....	forced feed	forced feed
<b>MOTOR</b>		
No. of cylinders...	Four	Four
Bore and stroke...	2 1/4 x 3 1/4 in.	2 1/4 x 3 1/4 in.
Displacement .....	61 cu. in.	61 cu. in.
Governor .....	gear driven centrifugal	gear driven centrifugal
Carburetor .....	Zenith	Zenith
Fuel Pump .....	diaphragm	diaphragm
Ignition .....	12-v. distributor	12-v. distributor
Generator .....	250-watt—12-volt	250-watt—12-volt
Starter .....	12-volt	12-volt
Air Cleaner .....	oil bath	oil bath
Water Pump .....	centrifugal	centrifugal
<b>CONDENSER</b> .....		
	air-cooled	air-cooled
<b>RADIATOR</b> .....		
	in condenser	in condenser
<b>CONDENSER FAN</b> .....		
	disc type	disc type
<b>SPACE OCCUPIED</b> .....		
	48x28x23 in.	48x28x23 in.
<b>NET WEIGHT</b> .....		
	420 lbs.	485 lbs.

## SELF-CONTAINED COOLING UNIT

Compressor is operated by a four-cylinder, four-cycle gasoline motor. The unit is available in two sizes weighing 420 and 480 lbs. respectively. Units may be started and stopped manually or automatically. A warning signal flashes in the cab in case of failure to start.



## UNDER BODY MOUNTING

In this location the refrigerating unit is out of the way and occupies no payload space. The equipment may also be installed in the body above the floor and in small trucks laterally on the floor. The unit has a minimum of moving parts and requires no adjustment.

## ALUMINUM LADDER

An aluminum straight ladder, weighing only 1 lb. per foot but strong enough for all ordinary uses, has just been in-



troduced by the Aluminum Ladder Co., Tarentum, Pa. The extreme light weight of this ladder is reported to carry with it the advantages of easy portability, rugged construction and low cost, the latter achieved by use of light-gauge aluminum in its construction. For these reasons the ladder is being recommended for many industrial purposes, such as in oiling and in making general repairs to ma-

chinery, building maintenance, and in operations which involve frequent moving of a ladder by a single workman.

The ladder is constructed entirely of aluminum alloy 61 S.T., having a tensile strength of 48,000 lbs. per square inch. Side rails and the 3/4-in. round rungs are said to be sufficiently strong to support the heaviest workman in perfect safety. It can be supplied in sizes up to 16 in. wide and 20 ft. long, and may be fitted with safety shoes if desired.

## MULTI-POINT INDICATOR

A new multi-point indicator for indicating drafts, pressures, differentials and other factors in boiler and industrial furnace operation has been placed on the market. Zero adjustments and all piping connections for each gauge unit are accessible from the front of the panel, and each unit is designed to be withdrawn, like a book from a shelf, without disturbing other units of the indicator.

Each gauge is actuated by a very sensitive dry bellows type diaphragm for ranges from 0 to 50 in. of water, or by a helical element for pressures above 50 in. of water. The gauges have 12-in. vertical, translucent, rear-illuminated scales. The new indicator is supplied with from 2 to 16 of these compact, interchangeable gauge units, and is constructed for flush or projected mounting.

The new indicator is manufactured by the Republic Flow Meters Co., Chicago. It is illustrated and described in detail in Bulletin No. 801, available to all packers.

# LIVESTOCK MARKETS *Weekly Review*

## Livestock Prices To Be Higher in 1941

**S**LAUGHTER supplies of livestock in 1941 will be smaller than in 1940, with a material reduction in hog marketings and a small decrease in supplies of grain-fed cattle in prospect, according to the U. S. Bureau of Agricultural Economics. The decrease in supplies will be accompanied by stronger consumer demand for meats, and the general level of livestock prices is expected to average higher in 1941 than in the present year; the rise will be more pronounced for hogs than for other species of livestock.

Cash income from marketings of meat animals in 1941 probably will be greater than in 1940. Total marketings of cattle and calves and of sheep and lambs are not likely to be greatly different from this year, while prices of both cattle and lambs may average a little higher. The decrease in hog marketings in 1941 from 1940 will be less percentage-wise than the advance in hog prices.

### Less Meat in 1941

The smaller supplies of hogs next year will mean that total meat production in 1941 will be moderately smaller than in 1940, but it will be larger than in 1939 and above average for recent years. Total meat production in 1940 is the largest on record, and per capita production is the largest in more than ten years.

Livestock numbers on January 1, 1941, on an animal unit basis, will be around 3 or 4 per cent less than a year earlier; a decrease in hogs will more than offset an increase in cattle. Cattle numbers probably will increase further in the next few years, while hog numbers may fluctuate around the level of the past two years.

Under these conditions the trend in total meat production is expected to be moderately upward after 1941. The record production of meats in 1940 may well be exceeded within the next three or four years. In considering effects of probable changes in supplies upon livestock prices, however, it should be recognized that fluctuations in demand (industrial activity and national income) over a period of years have been much greater than fluctuations in supplies.

### 1940 LAMB CROP LARGE

The 1940 lamb crop was 3 per cent above the 1939 crop and the largest on record, totaling 32,729,000 head. Most of the increase in the 1940 lamb crop over 1939 was in Texas, the leading western sheep-producing state. Total crop in the other western sheep states was a little smaller this year than last, while in the native sheep states the lamb crop was only a little larger than last year's.

The large upturn in the Texas lamb crop resulted from an increase in the number of breeding ewes, as well as in the number of lambs saved per 100 ewes. In the native sheep states, however, a marked increase in breeding ewes was largely offset by the small number of lambs saved per 100 ewes. Weather conditions were very unfavorable for lambing in the native sheep states this spring.

### CANADIAN INSPECTED KILL

Canadian inspected kill in August, 1940, with comparisons.

	Aug. 1940	Aug. 1939	8 mos. 1940	8 mos. 1939
Cattle .....	75,558	74,370	541,708	526,970
Calves .....	56,767	57,228	510,093	490,279
Hogs .....	367,211	267,338	3,025,671	2,052,195
Sheep .....	78,962	88,419	349,745	377,591

### CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., Sept. 26, 1940.—At 16 concentration points and 10 packing plants in Iowa and Minnesota hogs were fairly active and very uneven. Weights, 300-lb. down, were steady to mostly 10c higher, spots 15c up; 300-lb. up and sows 10-20c higher, spots 25c up. Present indications are that loadings are about half the 29,800 counted a week ago.

Hogs, good to choice:

160-180 lb. ....	\$5.10@6.00
180-200 lb. ....	5.90@6.20
200-270 lb. ....	6.10@6.40
270-300 lb. ....	6.00@6.25
300-330 lb. ....	5.80@6.15
330-360 lb. ....	5.60@6.00

Sows

330 lbs. down.....	5.45@5.90
330-400 lb. ....	5.25@5.60
400-500 lb. ....	4.90@5.35

Receipts of hogs at Corn Belt markets for week ended with Sept. 26, 1940:

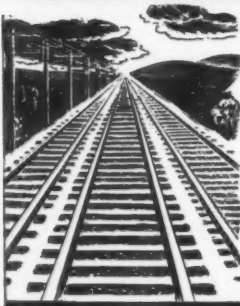
	This week.	Last week.
Friday, Sept. 20.....	29,800	16,100
Saturday, Sept. 21.....	21,000	20,200
Monday, Sept. 23.....	25,500	24,700
Tuesday, Sept. 24.....	22,500	20,200
Wednesday, Sept. 25.....	24,700	18,400
Thursday, Sept. 26.....	17,100	21,000

### CANADIAN HOG RUNS HEAVY

MONTREAL.—Marketing of hogs in Canada during July and August continued at record volume, averaging 75,000 head per week, compared with 50,000 to 60,000 during the mid-summer months in former years. During the 35-week period, January 1 to August 29, hogs graded at Canadian stock yards and packing plants totaled 3,023,633 head, an increase of 45 per cent over 1939 gradings during the corresponding period. It is anticipated that hog production in Canada in 1940 will be the greatest on record.

## KENNETT-MURRAY

LIVESTOCK BUYING SERVICE



*The Right Track to  
Buying at a Profit*



FORT WAYNE, IND.      DETROIT, MICH.  
DAYTON, OHIO      OMAHA, NEB.      LOUISVILLE, KY.  
LAFAYETTE, IND.      SIOUX CITY, IOWA  
CINCINNATI, OHIO      NASHVILLE, TENN.  
INDIANAPOLIS, IND.      MONTGOMERY, ALA.

## Order Buyer of Live Stock L. H. McMURRAY

Indianapolis, Indiana

## FRANK R. JACKLE

Broker

Offerings Wanted of:

Tankage, Blood, Bones, Cracklings, Hoofs

405 Lexington Ave.

New York City



## NEW YORK LIVESTOCK

Livestock prices at New York, Wednesday, September 25, 1940:

### CATTLE:

Steers, medium, 1132-1181-lb.	\$ 9.50@ 9.60
Cows, medium	6.00@ 7.00
Cows, cutter and common	4.75@ 5.50
Bulls, good	7.00@ 7.50
Bulls, medium	6.25@ 6.75

### CALVES:

Vealers, good and choice	\$11.00@13.50
Vealers, common and medium	9.00@10.50
Culls	5.50@ 6.50
Calves, medium and good	8.75

### HOGS:

Hogs, choice, 195-lb.	\$ 6.70@ 6.95
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### LAMBS:

Lambs, good, 70-lb.	\$ 9.00
Lambs, culls, 52-lb.	6.50

Receipts of salable livestock at Jersey City public market for the week ended with September 21:

	Cattle	Calves	Hogs*	Sheep
Salable receipts	1,729	1,698	552	1,846
Total, with directs	5,963	12,258	25,729	41,487
Previous week:				
Salable receipts	1,829	1,468	575	2,948
Total, with directs	6,944	10,251	28,827	47,388

\*Including hogs at 41st street.

## SOUTHEASTERN LIVESTOCK

Combined receipts of livestock, as reported by the Agricultural Marketing Service, at seven southern packing plants, for four days ended Sept. 21:

	Cattle	Calves	Hogs
Four days ended Sept. 21	1,918	820	5,945
Previous week	1,890	791	6,253
Same period 1939	2,459	982	7,748

Southeastern area slaughter hog bulk quotations, soft hog basis, on Sept. 24:

Hogs, medium to choice:	
240 lbs. and over	\$5.75@6.25
180-240 lbs.	6.00@6.50
150-180 lbs.	5.75@6.25
130-150 lbs.	5.25@5.75
Sows, medium to good:	
240 lbs. and over	4.75@5.25
180-240 lbs.	5.00@5.50
150-180 lbs.	4.75@5.25

## KINDS OF LIVESTOCK KILLED

The percentage of each class of livestock slaughtered during August, 1940:

	Aug., 1940 Per- cent	July, 1940 Per- cent	Aug., 1939 Per- cent
Cattle—			
Steers	50.65	51.18	52.78
Bulls and stags	4.78	5.10	4.46
Cows and heifers	44.57	43.72	42.76
Hogs—			
Sows	59.35	59.96	57.12
Barrows	39.85	38.89	41.87
Stags and boars	.80	1.15	1.01
Sheep and lambs—			
Lambs and wethers	92.34	94.33	93.12
Sheep	7.66	5.67	6.88

## SOUTHERN LIVESTOCK KILL

Livestock slaughtered in packing plants and abattoirs during August, 1940, in the states of Alabama, Florida and Georgia, with comparisons:

	Aug., 1940	Aug., 1939	8 mos., 1940	8 mos., 1939
Cattle	38,064	37,489	242,940	257,533
Calves	21,025	16,652	91,568	91,066
Hogs	62,564	63,736	790,737	769,775
Sheep	1,024	640	5,327	5,459

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading western markets, Thursday, September 26, 1940, as reported by U. S. Department of Agriculture, Agricultural Marketing Service:

Hogs (soft & oily not quoted): CHICAGO NAT. STK. YDS. OMAHA KANS. CITY ST. PAUL

### BARROWS AND GILTS:

#### Good-choice:

120-140 lbs.	\$ 5.00@ 5.35	\$ 4.80@ 5.35	\$ 5.15@ 5.85	\$ 4.50@ 5.15	\$ 5.00@ 5.50
140-160 lbs.	5.15@ 5.75	5.25@ 5.85	5.15@ 6.00	5.00@ 6.00	5.25@ 5.80
160-180 lbs.	5.40@ 6.30	5.75@ 6.20	5.65@ 6.35	5.35@ 6.40	5.85@ 6.05
180-200 lbs.	6.00@ 6.55	6.10@ 6.50	6.15@ 6.45	6.15@ 6.50	6.00@ 6.25
200-220 lbs.	6.40@ 6.85	6.40@ 6.80	6.35@ 6.45	6.40@ 6.50	6.25@ 6.30
220-240 lbs.	6.45@ 6.85	6.50@ 6.80	6.35@ 6.45	6.40@ 6.50	6.30 Only
240-270 lbs.	6.50@ 6.85	6.50@ 6.80	6.35@ 6.45	6.40@ 6.50	6.10@ 6.30
270-300 lbs.	6.45@ 6.85	6.50@ 6.85	6.25@ 6.40	6.35@ 6.50	6.00@ 6.15
300-330 lbs.	6.35@ 6.55	6.25@ 6.45	6.20@ 6.35	6.20@ 6.50	5.90@ 6.10
330-360 lbs.	6.25@ 6.45	6.10@ 6.35	6.05@ 6.30	6.10@ 6.35	5.80@ 6.00

#### Medium:

160-220 lbs.	5.15@ 6.40	5.15@ 6.40	5.00@ 6.20	5.25@ 6.35	5.50@ 6.15
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### SOWS:

#### Good and choice:

270-300 lbs.	6.25@ 6.40	6.15@ 6.30	5.85@ 6.00	5.85@ 6.00	5.85@ 5.90
300-330 lbs.	6.15@ 6.35	6.05@ 6.25	5.75@ 5.90	5.85@ 6.00	5.85@ 5.90
330-360 lbs.	6.00@ 6.25	5.85@ 6.15	5.75@ 5.85	5.75@ 5.90	5.65@ 5.85

#### Good:

360-400 lbs.	5.85@ 6.15	5.70@ 6.00	5.65@ 5.85	5.60@ 5.80	5.60@ 5.70
400-450 lbs.	5.50@ 5.85	5.50@ 5.80	5.35@ 5.75	5.30@ 5.75	5.35@ 5.65
450-500 lbs.	5.35@ 5.75	5.25@ 5.60	5.50@ 5.65	5.35@ 5.65	5.45@ 5.60

#### Medium:

250-300 lbs.	4.85@ 5.85	4.90@ 5.90	4.65@ 5.60	5.25@ 5.85	5.30@ 5.75
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### PIGS (Slaughter):

Med. & good, 90-120 lbs.	4.75@ 5.25	4.40@ 4.90			
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### Slaughter Cattle, Vealers and Calves:

#### STEERS, choice:

750-900 lbs.	11.50@12.50	11.25@12.50	11.00@12.50	11.25@12.50	11.00@12.25
900-1100 lbs.	11.75@13.00	11.50@12.75	11.00@12.75	11.25@12.75	11.00@12.50
1100-1300 lbs.	12.25@13.25	11.50@12.75	11.25@13.00	11.25@12.75	11.25@13.00
1300-1500 lbs.	12.25@13.50	11.50@12.75	11.50@13.00	11.25@12.75	11.25@13.00

#### STEERS, good:

750-900 lbs.	9.75@11.50	9.50@11.25	9.75@11.00	9.25@11.25	9.25@11.00
900-1100 lbs.	9.75@11.75	9.75@11.25	9.75@11.25	9.25@11.25	9.25@11.25
1100-1300 lbs.	10.00@12.25	10.00@11.50	9.75@11.50	9.25@11.25	9.50@11.25
1300-1500 lbs.	10.00@12.25	10.00@12.25	9.75@11.50	9.25@11.25	9.50@11.50

#### STEERS, medium:

750-1100 lbs.	7.75@ 9.75	7.25@ 9.75	7.75@ 9.75	7.50@ 9.25	7.50@ 9.50
1100-1300 lbs.	7.75@10.00	7.25@10.00	7.75@ 9.75	7.50@ 9.25	7.50@ 9.50

#### STEERS, common:

750-1100 lbs.	6.50@ 7.75	6.25@ 7.25	6.25@ 7.75	6.00@ 7.50	5.75@ 7.50
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#### STEERS, HEIFERS AND MIXED:

Choice, 500-750 lbs.	11.50@12.50	10.50@11.50	10.50@12.00	10.50@12.00	10.75@12.00
Good, 500-700 lbs.	9.75@11.50	9.50@10.50	9.25@10.50	9.00@10.50	9.50@10.75

#### HEIFERS:

Choice, 750-900 lbs.	11.25@12.25	10.50@11.50	10.50@12.00	10.50@12.00	10.25@11.50
Good, 750-900 lbs.	9.75@11.25	9.50@10.50	9.50@10.50	9.00@10.50	8.75@10.25
Medium, 500-900 lbs.	7.50@ 9.75	7.00@ 9.50	7.50@ 9.50	7.00@ 9.00	7.25@ 8.75
Common, 500-900 lbs.	7.50@ 7.50	5.50@ 7.50	6.00@ 7.50	6.00@ 7.50	5.50@ 7.25

#### COWS, all weights:

Good	7.00@ 7.50	6.25@ 7.50	6.50@ 7.25	6.50@ 7.50	6.00@ 7.25
Medium	6.00@ 7.00	5.50@ 6.25	5.50@ 6.50	5.50@ 6.50	5.50@ 6.00
Cutter and common	5.00@ 6.00	4.75@ 5.50	4.75@ 5.75	4.75@ 5.50	4.50@ 5.50
Canter	4.00@ 5.00	3.75@ 4.75	4.25@ 4.75	3.75@ 4.75	4.00@ 4.50

#### BULLS (Yigs, Exch.), all weights:

Beef, good	7.00@ 7.50	6.40@ 6.75	6.25@ 6.75	6.50@ 6.75	6.50@ 7.00
Sausage, good	6.75@ 7.25	6.15@ 6.50	6.25@ 6.60	6.40@ 6.65	6.50@ 6.75
Sausage, medium	6.00@ 6.75	5.50@ 6.25	5.75@ 6.25	5.75@ 6.40	5.75@ 6.50
Sausage, cutter and com.	5.50@ 6.00	4.75@ 5.50	5.25@ 5.75	4.75@ 5.75	4.50@ 5.75

#### VEALERS, all weights:

Good and choice	11.00@11.50	10.25@11.50	9.00@11.00	9.00@10.50	9.50@11.00
Common and medium	8.50@11.00	8.00@10.25	6.50@ 9.00	5.50@ 9.00	6.50@ 9.50
Cull	7.50@ 8.50	4.75@ 8.00	5.00@ 6.50	4.50@ 5.50	4.50@ 6.50

#### CALVES, 400 lbs. down:

Good and choice	8.00@ 9.00	7.50@ 9.00	7.00@ 9.00	7.50@ 9.00	7.50@ 9.00
Common and medium	6.50@ 8.00	6.00@ 7.50	6.00@ 7.00	5.50@ 7.50	5.50@ 7.50
Cull	5.50@ 6.50	4.25@ 6.00	5.00@ 6.00	4.50@ 5.50	4.00@ 5.50

### Slaughter Lambs and Sheep:

#### SPRING LAMBS:

*Good and choice	9.00@ 9.25	8.50@ 9.00	8.75@ 9.00	8.50@ 9.00	8.75@ 9.00
*Medium and good	7.75@ 8.85	7.75@ 8.25	7.75@ 8.60	7.50@ 8.25	8.00@ 8.65
Common	6.50@ 7.50	6.25@ 7.50	6.50@ 7.50	6.25@ 7.25	

#### YEARLING WETHERS (shorn):

Good and choice	7.25@ 8.25	7.00@ 8.25	7.25@ 8.00	7.00@ 7.75	7.50@ 8.25
Medium	6.50@ 7.25	6.25@ 7.00	6.50@ 7.25	6.00@ 7.00	6.50@ 7.50

#### EWES (shorn):

Good and choice	3.00@ 4.25	2.75@ 3.50	3.00@ 3.85	3.00@ 3.75	3.00@ 3.90
Common and medium	1.75@ 3.00	1.50@ 2.75	1.75@ 3.00	1.75@ 3.00	

\*Quotations based on animals of current seasonal market weights and wool growth. Shorn animals with less than 60 days' wool growth quoted as shorn. \*Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

## CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first three days this week were 18,308 cattle, 2,670 calves, 35,802 hogs and 7,205 sheep.

## PACIFIC COAST LIVESTOCK

Receipts for 5 days ended Sept. 20:

	Cattle	Calves	Hogs	Sheep
Los Angeles	4,666	1,340	2,643	207
San Francisco	1,000	20	1,325	2,400
Portland	3,050	290	3,970	2,750

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, September 21, 1940, as reported to The National Provisioner:

### CHICAGO

Armour and Company, 2,700 hogs; Swift & Company, 3,205 hogs; Wilson & Co., 6,219 hogs; Western Packing Co., Inc., 1,759 hogs; Agar Packing Co., 5,504 hogs; Shippers, 4,211 hogs; Others, 25,572 hogs.

Total: 39,976 cattle; 4,519 calves; 49,170 hogs; 15,385 sheep.

### KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,909	535	5,336	5,994
Cudahy Pkg. Co.	2,020	359	2,481	5,040
Swift & Company	2,160	568	3,852	5,270
Wilson & Co.	1,727	448	2,830	4,414
Indep. Pkg. Co.	.....	.....	100	.....
Kornblum Pkg. Co.	1,013	5	.....	.....
Others	6,336	497	2,313	5,154
Total	18,171	2,412	16,912	25,872

### OMAHA

	Cattle	Calves	Hogs	Sheep
Armour and Company	4,093	5,134	5,336	.....
Cudahy Pkg. Co.	3,859	3,481	5,220	.....
Swift & Co.	4,109	2,667	4,366	.....
Wilson & Co.	1,411	2,877	1,434	.....
Others	.....	6,634	.....	.....

Cattle and calves: Eagle Pkg. Co., 18; Greater Omaha Pkg. Co., 141; Geo. Hoffmann, 50; Lewis Pkg. Co., 925; Nebraska Beef Co., 389; Omaha Pkg. Co., 211; John Roth, 142; South Omaha Pkg. Co., 608; Lincoln Pkg. Co., 247.

Total: 17,182 cattle and calves; 20,793 hogs; 16,356 sheep.

### EAST ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour and Company	3,458	2,778	8,402	5,884
Swift & Company	3,965	3,295	5,814	5,463
Hunter Pkg. Co.	1,567	143	4,774	1,440
Hell Pkg. Co.	.....	.....	2,183	.....
Laclede Pkg. Co.	.....	2,100	.....	.....
Krey Pkg. Co.	.....	5,338	.....	.....
Sleloff Pkg. Co.	.....	797	.....	.....
Shippers	10,231	2,470	15,387	641
Others	2,513	373	2,684	846
Total	22,074	9,059	47,479	14,274

### ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift & Company	1,636	388	9,066	6,488
Armour and Company	1,081	382	7,832	3,711
Others	1,574	407	459	1,094
Total	4,891	1,177	17,357	12,193

Not including 3,849 hogs and 1,309 sheep bought direct.

### SIOUX CITY

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	2,030	97	4,024	3,021
Armour and Company	1,541	97	4,144	2,909
Swift & Company	1,591	73	2,361	2,564
Shippers	3,719	72	4,619	487
Others	331	9	70	3
Total	9,612	318	15,218	8,984

### OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,101	1,198	3,405	1,167
Wilson & Co.	1,877	1,360	3,420	1,091
Others	288	20	1,188	3
Total	4,266	2,578	8,013	2,261

Not including 50 cattle and 2,458 hogs bought direct.

### WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	1,079	620	6,385	1,978
Dold Pkg. Co.	.....	.....	.....	.....
Wichita D. B. Co.	22	.....	.....	.....
Dunn-Ostertag	74	.....	105	.....
Fred W. Dold	162	.....	432	.....
Sunflower Pkg. Co.	71	.....	237	.....
Pioneer Pkg. Co.	32	.....	.....	.....
Keefe Pkg. Co.	54	.....	.....	.....
Total	1,494	620	7,159	1,978

Not including 247 hogs bought direct.

### DENVER

	Cattle	Calves	Hogs	Sheep
Armour and Company	940	128	2,083	22,166
Swift & Company	511	181	2,174	19,101
Cudahy Pkg. Co.	.....	110	1,348	2,844
Others	2,351	228	1,623	27,769
Total	4,746	647	7,228	71,880

### ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,190	1,877	13,623	6,274
Riffin Pkg. Co.	690	.....	.....	.....
Swift & Company	4,156	2,513	14,741	11,932
United Pkg. Co.	2,163	208	.....	.....
Cudahy Pkg. Co.	1,043	942	.....	.....
Others	2,235	849	.....	.....
Total	12,486	6,416	28,364	18,206

## FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour and Company	2,468	1,921	2,789	1,774
Swift & Company	2,123	1,814	2,847	2,306
Blue Bonnet	398	69	630	.....
City Pkg. Co.	98	16	556	.....
Rosenthal Pkg. Co.	35	4	60	8
Total	5,117	3,824	6,882	4,178

## INDIANAPOLIS

	Cattle	Calves	Hogs	Sheep
Kingan & Co.	1,488	479	19,252	2,518
Armour and Company	794	120	2,549	.....
Hilgemeier Bros.	9	.....	974	.....
Stumpf Bros.	.....	.....	137	.....
Meier Pkg. Co.	.....	.....	251	.....
Stark & Wetzel	225	146	500	.....
Wabnitz and Deters	63	62	221	66
Maass Hartman	36	10	.....	.....
Shippers	2,022	2,462	27,057	8,368
Others	733	517	225	7
Total	5,372	3,866	51,166	10,959

## CINCINNATI

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Sons	.....	6	.....	416
E. Kahn's Sons Co.	590	216	10,508	1,901
Lohrey Packing Co.	1	.....	356	.....
H. H. Meyer Pkg. Co.	20	.....	4,762	.....
J. Schlachter	133	154	.....	74
J. & F. Schroth P. Co.	17	.....	3,587	.....
J. F. Stegner Co.	444	302	.....	45
Shippers	673	130	4,260	1,629
Others	2,006	691	176	187
Total	3,948	1,507	24,344	4,252

Not including 1,422 cattle, 3,954 hogs and 550 sheep bought direct.

## RECAPITULATION

	CATTLE		Cor.
	Week ended Sept. 21	Prev. week, 1939	
Chicago	39,976	42,991	37,812
Kansas City	18,171	16,852	22,371
Omaha	17,182	15,940	17,055
East St. Louis	22,074	21,542	18,333
St. Joseph	4,891	6,454	6,763
Sioux City	9,612	11,499	11,504
Oklahoma City	4,266	3,517	5,290
Wichita	1,494	2,004	2,558
Denver	4,746	4,652	4,614
St. Paul	12,486	12,767	13,561
Milwaukee	3,067	3,098	3,279
Indianapolis	5,372	6,187	6,246
Cincinnati	3,948	3,462	3,308
Ft. Worth	5,117	4,522	5,843
Total	152,352	155,487	158,837

## HOGS

	Week ended Sept. 21	Prev. week, 1939	Cor.
Chicago	49,170	55,297	54,261
Kansas City	16,912	16,441	14,596
Omaha	20,793	20,212	27,317
East St. Louis	47,479	44,327	44,106
St. Joseph	17,357	16,631	13,502
Sioux City	15,218	14,152	16,068
Oklahoma City	8,013	8,126	8,938
Wichita	7,159	7,237	7,109
Denver	7,228	5,585	5,957
St. Paul	28,364	25,823	32,496
Milwaukee	7,372	9,027	8,695
Indianapolis	51,166	46,750	41,433
Cincinnati	24,344	23,654	13,189
Ft. Worth	6,882	6,546	6,729
Total	307,457	299,808	294,561

## SHEEP

	Week ended Sept. 21	Prev. week, 1939	Cor.
Chicago	15,385	21,478	22,314
Kansas City	25,872	29,458	25,457
Omaha	16,356	14,624	16,744
East St. Louis	14,274	14,853	12,206
St. Joseph	12,193	15,109	12,170
Sioux City	8,984	8,034	8,896
Oklahoma City	2,261	1,910	1,910
Wichita	1,978	2,031	2,183
Denver	71,880	70,461	109,199
St. Paul	18,206	12,677	21,191
Milwaukee	1,783	1,921	1,759
Indianapolis	10,959	10,418	11,517
Cincinnati	1,507	1,418	3,910
Ft. Worth	4,178	6,684	7,495
Total	205,816	202,020	256,941

\*Cattle and calves. †Not including direct.

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods.

### RECEIPTS

	Cattle	Calves	Hogs	Sheep
Mon., Sept. 16	17,897	1,147	15,487	5,238
Tues., Sept. 17	7,480	1,132	15,958	4,564
Wed., Sept. 18	9,193	968	13,177	9,718
Thurs., Sept. 19	4,938	1,125	14,974	6,229
Fri., Sept. 20	1,414	809	9,726	6,076
Sat., Sept. 21	1,060	800	3,600	3,500

\*Total this week.....42,191 5,511 72,322 35,325  
Prev. week.....44,525 4,498 74,281 42,963  
Year ago.....44,004 5,572 78,172 44,201  
Two years ago.....41,106 6,367 72,578 62,224

### SHIPMENTS

	Cattle	Calves	Hogs	Sheep
Mon., Sept. 16	4,354	218	990	134
Tues., Sept. 17	3,447	222	518	1,294
Wed., Sept. 18	4,360	154	1,023	1,210
Thurs., Sept. 19	1,849	40	750	125
Fri., Sept. 20	825	163	732	385
Sat., Sept. 21	100	.....	.....	.....

Total this week.....14,835 707 4,013 3,148  
Previous week.....17,267 694 5,918 2,812  
Year ago.....15,500 679 6,246 2,451  
Two years ago.....13,013 598 5,347 1,684

\*Including 617 cattle, 1,513 calves, 24,006 hogs and 21,577 sheep direct to packers from other points.

†All receipts include direct.

### SEPTEMBER AND YEAR RECEIPTS

Receipts thus far this month and year to date with comparisons:

	September		Year	
	1940	1939	1940	1939
Cattle	123,204	124,227	1,340,196	1,290,870
Calves	14,641	17,024	188,298	232,218
Hogs	214,198	191,843	3,603,409	2,828,198
Sheep	110,385	151,317	1,549,724	1,991,713

### WEEKLY AVERAGE PRICE OF LIVESTOCK

	Sept. 21	Sept. 14	Sept. 7	Aug. 31
Cattle	\$11.40	\$8.35	\$3.35	\$9.05
Calves	11.50	6.40	3.35	9.20
Hogs	10.15	7.60	3.50	9.35
Sheep	10.20	8.45	2.75	7.50
.....	13.65	11.60	4.00	10.75
.....	9.2			

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended September 21, 1940.

	CATTLE		
	Week ended Sept. 21	Prev. week	Cor. week, 1939
Chicago <sup>1</sup>	19,759	18,444	27,915
Kansas City <sup>2</sup>	20,583	19,602	20,000
Omaha <sup>3</sup>	16,972	17,296	17,751
East St. Louis <sup>4</sup>	11,793	12,340	11,877
St. Joseph	4,908	5,937	6,087
Sioux City	6,195	8,203	8,196
Wichita <sup>5</sup>	2,114	2,739	4,241
Fort Worth	8,941	7,572	10,514
Philadelphia	1,895	1,993	1,794
Indianapolis	1,513	1,730	1,403
New York & Jersey City	8,450	9,272	9,880
Oklahoma City <sup>6</sup>	6,894	5,986	7,945
Cincinnati	4,912	4,700	4,235
Denver	4,455	4,552	4,619
St. Paul	9,208	9,714	11,222
Milwaukee	2,996	2,963	3,123
Total	130,988	133,034	155,802

\*Cattle and calves. †Not including directs.

	HOGS		
	Week ended Sept. 21	Prev. week	Cor. week, 1939
Chicago <sup>1</sup>	75,677	79,160	81,928
Kansas City	47,678	40,228	36,903
Omaha	25,500	22,027	27,796
East St. Louis <sup>4</sup>	60,724	53,492	50,098
St. Joseph	20,937	19,189	13,900
Sioux City	15,536	12,167	15,168
Wichita	7,406	8,220	8,728
Fort Worth	6,882	6,546	6,729
Philadelphia	17,912	14,672	17,142
Indianapolis	19,923	19,155	16,161
New York & Jersey City	45,802	42,772	48,020
Oklahoma City	19,471	19,102	9,457
Cincinnati	20,476	19,407	15,120
Denver	6,662	5,788	4,553
St. Paul	28,384	25,823	32,460
Milwaukee	7,329	1,908	8,677
Total	415,079	380,656	392,844

Includes National Stock Yards, East St. Louis, Ill., and St. Louis, Mo.

	SHEEP		
	Week ended Sept. 21	Prev. week	Cor. week, 1939
Chicago <sup>1</sup>	10,249	17,639	21,609
Kansas City	25,872	20,438	25,457
Omaha	25,084	20,645	20,463
East St. Louis <sup>4</sup>	13,033	14,093	12,206
St. Joseph	11,508	12,963	10,383
Sioux City	9,252	8,009	8,981
Wichita	1,978	2,031	3,293
Fort Worth	4,178	6,684	7,485
Philadelphia	10,867	4,065	4,129
Indianapolis	2,641	3,362	2,837
New York & Jersey City	61,916	65,216	53,429
Oklahoma City	2,261	1,874	1,910
Cincinnati	3,438	3,419	4,677
Denver	8,852	9,572	11,430
St. Paul	18,306	12,977	21,191
Milwaukee	1,781	1,921	1,632
Total	211,516	202,840	211,122

†Not including directs.

## RECEIPTS AT CHIEF CENTERS

Receipts for week ended September 21 were as follows:

	Cattle	Hogs	Sheep
At 20 markets:			
Week ended Sept. 21	259,000	363,000	356,000
Previous week	267,000	356,000	372,000
1939	270,000	347,000	378,000
1938	272,000	322,000	415,000
1937	331,000	267,000	426,000
At 11 markets:			
Week ended Sept. 21		293,000	
Previous week		300,000	
1939		295,000	
1938		262,000	
1937		212,000	
1936		272,000	
At 7 markets:			
Week ended Sept. 21	193,000	241,000	220,000
Previous week	199,000	238,000	213,000
1939	197,000	245,000	210,000
1938	181,000	199,000	247,000
1937	242,000	167,000	265,000
1936	215,000	223,000	274,000

## FRANKFURT MANUFACTURE

This important process is discussed fully in THE NATIONAL PROVISIONER'S latest authoritative operating handbook for sausage manufacturers, "Sausage and Meat Specialties."

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Agricultural Marketing Service)

	WESTERN DRESSED MEATS		
	NEW YORK	PHILA.	BOSTON
STEERS, carcass			
Week ending September 21, 1940	8,442	2,708	2,844
Week previous	9,718	2,567	2,592
Same week year ago	10,310	3,201	3,023
COWS, carcass			
Week ending September 21, 1940	1,370	1,233	2,917
Week previous	1,372	1,413	2,877
Same week year ago	1,056	1,218	2,848
BULLS, carcass			
Week ending September 21, 1940	592	521	42
Week previous	547	758	65
Same week year ago	390	605	15
VEAL, carcass			
Week ending September 21, 1940	8,484	781	582
Week previous	11,190	1,096	607
Same week year ago	10,900	1,243	895
LAMB, carcass			
Week ending September 21, 1940	37,842	14,597	16,876
Week previous	45,974	12,143	16,517
Same week year ago	53,077	17,723	20,143
MUTTON, carcass			
Week ending September 21, 1940	1,564	476	559
Week previous	2,053	371	1,536
Same week year ago	2,461	417	496
PORK CUTS, lbs.			
Week ending September 21, 1940	2,064,348	427,727	412,673
Week previous	2,379,020	348,507	237,659
Same week year ago	1,909,090	326,398	342,155
BEEF CUTS, lbs.			
Week ending September 21, 1940	517,970		
Week previous	548,820		
Same week year ago	470,857		
LOCAL SLAUGHTERS			
CATTLE, head			
Week ending September 21, 1940	8,450	1,895	
Week previous	9,272	1,993	
Same week year ago	9,380	1,794	
CALVES, head			
Week ending September 21, 1940	15,142	2,349	
Week previous	14,959	2,607	
Same week year ago	15,036	2,324	
HOGS, head			
Week ending September 21, 1940	45,802	17,912	
Week previous	42,772	14,672	
Same week year ago	47,938	17,142	
SHEEP, head			
Week ending September 21, 1940	61,916	10,667	
Week previous	65,216	4,095	
Same week year ago	53,429	4,120	

Country dressed product at New York totaled 2,092 veal, no hogs and 63 lambs. Previous week 2,445 veal, no hogs and 148 lambs in addition to that shown above.

## WEEKLY INSPECTED KILL

Slaughter of hogs at 27 selected points during the first three weeks of September showed an increase over the same period last year. Hog kill totaled 1,620,146 head during these three weeks compared with 1,328,534 head a year ago. Last week's total hog kill at 581,160 head compares with 546,719 head last week and 539,735 last year.

Number of animals processed in 27 centers for week ended September 20:

	Cattle	Calves	Hogs	Sheep
New York Area <sup>1</sup>	8,467	14,941	45,125	60,980
Phila. & Balt. <sup>2</sup>	3,612	1,165	27,967	1,807
Ohio-Indiana	9,257	3,182	54,067	9,726
Chicago <sup>3</sup>	25,776	6,967	75,677	41,989
St. Louis Area <sup>4</sup>	13,629	11,882	60,724	16,579
Kansas City	12,258	5,306	47,678	24,389
Southwest	13,908	8,008	41,662	23,565
Group <sup>5</sup>	1,070	25,500	23,047	
Sioux City	9,977	287	13,536	15,305
St. Paul-Wisc.				
Group <sup>6</sup>	19,151	14,421	71,681	23,820
Interior Iowa & So. Minn. <sup>7</sup>	14,074	4,550	117,543	48,997
Total	142,440	71,879	581,160	290,213
Total prev. week	149,257	64,854	546,719	296,332
Total last year	159,313	74,118	539,735	301,581

<sup>1</sup>Includes New York City, Newark, and Jersey City. <sup>2</sup>Includes Cincinnati and Cleveland. <sup>3</sup>Includes Indianapolis, Ind. <sup>4</sup>Includes Elburn, Ill. <sup>5</sup>Includes National Stockyards and East St. Louis, Ill., and St. Louis, Mo. <sup>6</sup>Includes So. St. Joseph, Wichita, Oklahoma City, and Ft. Worth. <sup>7</sup>Includes Madison and Milwaukee, Wis. <sup>8</sup>Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, and Waterloo, Iowa.

Packing plants included in the above tabulation slaughtered during the calendar year 1939 approximately 74% of the cattle, calves and hogs, and 82% of the sheep and lambs that were slaughtered under federal inspection that year.

## CANADIAN LIVESTOCK PRICES

	STEERS		
	Week ended Sept. 19	Last week	Same week 1939
Toronto	\$ 8.75	\$ 9.00	\$ 7.90
Montreal	9.00	9.25	7.75
Winnipeg	8.25	8.50	7.25
Calgary	7.50	7.25	6.75
Edmonton	8.00	8.00	6.75
Prince Albert	6.75	6.50	5.75
Moose Jaw	6.60	6.75	6.50
Saskatoon	7.00	8.00	8.00
Regina	6.50	6.75	6.50
Vancouver	8.00	8.00	8.00

	VEAL CALVES		
	Week ended Sept. 19	Last week	Same week 1939
Toronto	\$12.00	\$11.50	\$10.50
Montreal	11.00	11.00	9.00
Winnipeg	9.50	9.50	8.00
Calgary	8.50	7.50	7.50
Edmonton	8.00	8.00	7.50
Prince Albert	7.50	7.25	7.00
Moose Jaw	8.00	7.75	8.00
Saskatoon	8.50	8.50	9.00
Regina	8.00	8.50	8.00
Vancouver	7.50	7.50	...

	BACON HOGS		
	Week ended Sept. 19	Last week	Same week 1939
Toronto	\$ 9.00	\$ 9.35	\$ 8.60
Montreal	9.25	9.35	9.25
Winnipeg	8.35	8.60	8.50
Calgary	8.50	8.45	8.35
Edmonton	8.00	8.40	8.00
Prince Albert	8.80	8.60	8.25
Moose Jaw	8.60	8.35	8.35
Saskatoon	8.60	8.60	8.25
Regina	8.60	8.60	8.35
Vancouver	8.70	8.60	9.10

\*Montreal and Winnipeg hogs sold on a "f. & w." basis; all others "off trucks."

	GOOD LAMBS		
	Week ended Sept. 19	Last week	Same week 1939
Toronto	\$ 9.50	\$ 9.50	\$ 9.50
Montreal	8.50	9.00	9.25
Winnipeg	8.00	7.75	8.25
Calgary	7.50	7.50	7.25
Edmonton	7.25	7.25	7.50
Prince Albert	7.00	7.00	7.00
Moose Jaw	7.50	7.25	7.50
Saskatoon	7.25	7.00	7.75
Regina	8.50	8.50	7.50
Vancouver	8.00	8.00	8.00



## Personalities and Events

(Continued from page 17.)

River brand. Silas Mead, Wilson, Ark., has been employed as plant supervisor.

Construction of a turkey processing plant at Torrington, Wyo., by Swift & Company has been announced by L. E. Pratt, agent for the company. The plant will be completed early this fall.

Plans for opening a packing plant at Grand Island, Neb., have been announced by L. E. Ray. The plant will operate as the Crown Packing Co.

Its old branch property on Lincoln st., Columbia, S. C., has been sold by Swift & Company to Chris P. Leventis of the Dixie Brokerage Co.

Employees of John Morrell & Co. who have recently become eligible for the 25-year service award of the Institute of American Meat Packers include Robert F. Barrier, eastern and southern car route sales, Atlanta, Ga., and Charles Orman of the Ottumwa, Ia., killing and cutting crew.

Appointment of L. S. Peterson as sales manager of the Swift & Company branch house in Jamestown, N. Y., has been announced. He succeeds George F. McNerny, who has been transferred to Buffalo, N. Y.

A certificate to conduct business under the firm name of DeLuxe Meat Co., 1778 N. Main st., Los Angeles, Calif., has been granted to Robert Jong, Horace Cheng and Steve Chang.

## Meat Campaign Regional Meetings

Meat packers in the South and Southeastern sections of the United States will have an opportunity to see the full presentation of the Institute of American Meat Packers meat advertising campaign next week. Following is a schedule of the meetings:

Nashville, Tenn., September 30, 12.15 p.m., Hermitage hotel.

Atlanta, Ga., October 1, 6:30 p.m., Biltmore hotel.

Birmingham, Ala., October 2, 6:30 p.m., Tutwiler hotel.

New Orleans, La., October 4, 6:30 p.m., Roosevelt hotel.

## A. S. R. E. SPONSORS RALLIES

Cleveland and Kansas City will have refrigeration rallies sponsored by the American Society of Refrigerating Engineers during October. Participants will be a lively group of refrigeration and air conditioning men in each city interested in formation of local organizations. Thriving sections have been organized at Richmond, Pittsburgh and Cincinnati by similar groups during the past year.

The Cleveland meeting will be held on

October 8 at the Hotel Statler, with cocktails and dinner preceding a program starting at 8 p.m. L. L. Lewis, vice president of Carrier Corp. and vice president of the A.S.R.E., will be chairman. John Schurman of the York Ice Machinery Corp. will make the first talk. Mr. Schurman, long-time A.S.R.E. member and backer, will talk on "Refrigeration and the Cleveland Code," describing cooperative work on the building code in that city in which he has played an important part. Skating rink construction will be discussed by Martin R. Carpenter. Reservations for the dinner and meeting should be sent to A. M. Fenwick, 1513 Cohasset ave., Lakewood, Cleveland.

The Kansas City meeting on October 15 at the Hotel President will be directed by E. M. Dodds, president of the U. S. Cold Storage Co. Cocktails and dinner at 6:30 p.m. will be followed by a meeting.

A. D. Marston of the Kansas City Light and Power Co., will speak on the "Air Conditioning Outlook in Kansas City"; E. J. Eggert, department of economics, Kansas State College, will discuss "The Locker Plant Industry." Another speaker will be Carl F. Boester, director of housing research, Purdue University, who will speak on "New Things to Come in Refrigeration." E. L. Tramposh is temporary secretary of the Kansas City group and is receiving reservations for the meeting at 101 East 24th st.

## "BASED ON PRICES QUOTED IN THE DAILY MARKET SERVICE"

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## IAMP Convention Program

(Continued from page 8.)

ing brines as it affects the corrosion of equipment will be outlined in a talk by J. R. Boyle, Westerlin & Campbell Co., entitled "Controlling the pH of Refrigerating Brines." Mr. Boyle will demonstrate the operation of a simple piece of equipment for testing pH, and explain how the results of the test are applied to the correction of the pH of the brine.

D. W. Kaufmann, International Salt Company, Inc., will discuss equipment for controlling the strength of refrigerating brines at predetermined points and will explain the benefits accruing from such control.

A representative of Standard Conveyor Co. will speak on the subject of "The Application of Conveyors to Packinghouse Operations." He will discuss the possibilities for labor saving resulting from the use of conveyors in packinghouse operations, and the steps taken to meet the handling problems peculiar to the meat packing industry.

As the final discussion on the engineering and construction program, H. P. Henschien will present a design of a complete, large size plant where all the principal operating departments are on one floor.

## Sugar in Curing

(Continued from page 10.)

others can use more than one kind. Experiments carried on by Dr. Lewis and the experience of some meat curers have shown that sugars other than sucrose can be used in curing meats. Dextrose, a "second" (a light yellow) cane sugar, molasses, raisin syrup, and even honey have been used. In most cases, the results were and are entirely satisfactory. With some types of cured meats, sugars other than sucrose gave superior flavor in experimental work. Full information about the functions of the different sugars in curing is not yet available.

However, the work discussed above is furnishing part of the answers. In addition, it has given some very definite information on the role of sugar in color fixation in cured meats.

## MEAT INSPECTED IN AUGUST

Meat and meat food products prepared under federal inspection in August:

	Aug., 1940 lbs.
Meat placed in cure:	
Beef .....	10,540,200
Pork .....	236,324,473
Smoked and/or dried meat:	
Beef .....	4,298,562
Pork .....	173,269,841
Bacon, sliced .....	30,898,065
Sausage:	
Fresh finished .....	8,640,861
Smoked and/or cooked .....	59,089,172
Dried or semi-dried .....	11,582,352
Meat Loaves, head-cheese, chili con carne, jellied products .....	10,343,854
Cooked meat:	
Beef .....	632,041
Pork .....	26,353,916
Canned meat and meat products:	
Beef .....	6,239,384
Pork .....	17,747,789
Sausage .....	2,554,292
Soup .....	3,427,206
All other .....	9,294,965
Lard:	
Rendered .....	90,524,593
Refined .....	89,303,444
Oil stock .....	7,738,707
Edible tallow .....	5,280,937
Compound containing animal fat .....	18,915,582
Oleomargarine containing animal fat .....	3,247,483
Miscellaneous .....	1,345,684

## FINANCIAL NOTES

Wilson & Co. has declared a dividend of \$1.50 on its \$6 preferred stock to apply on accumulations for the period from May 1, 1939, to July 31, 1939, payable November 15 to all stockholders of record on November 1.

A quarterly dividend of \$1.50 has been declared by the St. Louis National Stock Yards Co. on its common stock, payable October 1 to all stockholders of record on September 23.

Omaha Union Stock Yards Co. has announced a quarterly dividend of \$1 on common stock, payable September 30 to all shareholders of record on September 20.

A dividend of 25c has been declared by the Chickasha Cotton Oil Co. on the capital stock, payable October 15 to all stockholders of record on September 15.

## WANT A GOOD MAN?

Watch the Classified Advertisements page for good men.

## PACKER AND FOOD STOCKS

Price ranges and total sales of listed stocks during the week ended September 25:

	—Week ended Sept. 25—					Sept. 18
	Sales	High	Low	Close	Close	
Amal. Leather.	300	1 1/4	1 1/4	1 1/4	1 1/4	
Do. Pfd.	200	12 1/4	12 1/4	12 1/4	10 1/4	
Amer. H. & L.	2,000	4 1/4	4 1/4	4 1/4	4 1/4	
Do. Pfd.	400	4 1/4	4 1/4	4 1/4	4 1/4	
Amer. Stores.	1,700	12 1/4	12 1/4	12 1/4	11 1/4	
Armour Ill.	7,300	5	4 1/4	4 1/4	4 1/4	
Do. Pr. Pfd.	1,000	46	45 1/4	46	43 1/4	
Do. Pfd.	100	46	45 1/4	46	43 1/4	
Do. Del. Pfd.	100	103	103	103	103	
Beechmont Pack.	200	114	114	114	114	
Bohack, H. C.	100	2 1/4	2 1/4	2 1/4	2 1/4	
Do. Pfd.	100	19 1/4	19 1/4	19 1/4	19 1/4	
Chick. Co. Oil.	600	11 1/4	11 1/4	11 1/4	10 1/4	
Childs Co.	500	2 1/4	2 1/4	2 1/4	2 1/4	
Cudahy Pack.	200	11 1/4	11 1/4	11 1/4	11 1/4	
Do. Pfd.	20	65	65	65	64 1/4	
First Nat. Strs.	200	44	44	44	42 1/4	
Gen. Foods.	3,350	40 1/4	40 1/4	40 1/4	39 1/4	
Do. Pfd.	200	115 1/4	115 1/4	115 1/4	116	
Gildden Co.	900	14 1/4	14 1/4	14 1/4	13 1/4	
Do. Pfd.	200	43 1/4	43 1/4	43 1/4	43	
Gobel Co.	900	2 1/4	2 1/4	2 1/4	2 1/4	
Gr. A & P.	125	100	100	100	98 1/4	
Do. Pfd.	125	125 1/4	125 1/4	125 1/4	125 1/4	
Hornel, G. A.	300	1 1/4	1 1/4	1 1/4	1 1/4	
Hygrade Food.	300	31 1/4	31 1/4	31 1/4	30 1/4	
Kroger G. & B.	4,300	31 1/4	31 1/4	31 1/4	30 1/4	
Libby McNeill.	1,700	6 1/4	6 1/4	6 1/4	6 1/4	
Mickelberry Co.	2,100	4 1/4	4 1/4	4 1/4	4 1/4	
M. & H. Pfd.	140	6 1/4	6 1/4	6 1/4	6 1/4	
Morrell & Co.	100	35	35	35	35	
Nat. Tea	1,000	5 1/4	5 1/4	5 1/4	5 1/4	
Proc. & Gamb.	2,500	64	64	64	64	
Do. Pfd.	140	116	116	116	116 1/4	
Rath Pack.	100	44 1/4	44 1/4	44 1/4	44 1/4	
Safeway Strs.	2,500	43 1/4	43 1/4	43 1/4	43 1/4	
Do. 5% Pfd.	320	107	106 1/4	106 1/4	107	
Stahl Meyer	100	1 1/4	1 1/4	1 1/4	1 1/4	
Swift & Co.	5,750	19 1/4	19 1/4	19 1/4	19	
Do. Int'l.	1,950	18 1/4	18 1/4	18 1/4	18 1/4	
Truist Pork	100	8 1/4	8 1/4	8 1/4	8 1/4	
U. S. Leather.	1,100	5	5	5	5	
Do. A.	2,000	8 1/4	8 1/4	8 1/4	7 1/4	
Do. Pr. Pfd.	200	50	50	50	50 1/4	
United Stk. Yds.	800	1 1/4	1 1/4	1 1/4	1 1/4	
Do. Pfd.	1,000	6	6	6	6 1/4	
Wesson Oil	800	18 1/4	17 1/4	18 1/4	17 1/4	
Do. Pfd.	100	60	60	60	60	
Wilson & Co.	4,000	4 1/4	4 1/4	4 1/4	4 1/4	
Do. Pfd.	1,800	59	59	59	54	

## LIVESTOCK COST AND YIELD

Average cost, yield and weight of federally inspected kill in July, 1940:

	July 1940	June 1940	July 1939
Average cost per 100 lbs.:			
Cattle .....	\$ 8.19	\$ 8.12	\$ 7.58
Steers* .....	9.78	9.30	8.80
Calves .....	8.35	8.40	8.21
Hogs .....	5.80	4.98	6.12
Sheep and lambs .....	8.73	9.17	8.35
Average yields per cent:			
Cattle .....	54.89	55.96	54.81
Calves .....	55.97	56.06	55.69
Hogs .....	74.40	74.25	75.41
Sheep and lambs .....	47.44	48.18	47.67
Lard .....	13.21	13.28	13.33
Average live weight, lbs.:			
Cattle .....	938.25	936.59	936.14
Steers* .....	994.48	980.59	986.52
Calves .....	197.74	184.55	201.33
Hogs .....	249.50	241.28	255.80
Sheep and lambs .....	80.29	78.87	79.76

\*Also included in "cattle" data.

# OLD PLANTATION SEASONINGS

## Its Flavor Sells Sausage

BLENDED TO FIT YOUR PRODUCT—NATIONALLY USED  
IN LEADING SAUSAGE PLANTS—SAMPLES ON REQUEST

Exclusive MANUFACTURERS

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# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, 10c per word per insertion, minimum charge \$2.00. Position wanted, special rate 7c per word, minimum charge \$1.40. Count address or box number as four words. Headline 70c extra.

## Position Wanted

**MANAGER OR ASSISTANT** manager in small or medium-sized plant. 20 years' experience as livestock buyer, plant superintendent, office manager, sales manager, and general manager. Have modern, aggressive ideas. Good record of organization. Can handle personnel successfully. Now employed. Good reason for desiring change. W-15, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

**OFFICE MANAGER (33)** Specialist in tax work. Experienced in problems dealing with personnel, organization, financing, and credit control. Now connected. Good reason for change. W-16, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

**EXPERIENCED PACKINGHOUSE MAN**—Now employed, seeks new connection. Experience covers credits, office management, branch house management, sales director, purchasing agent, etc. College education. Extremely aggressive, with modern ideas. Have experience as General Manager of large plant. Best references. Looking for permanent connection. Box W-22, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

**WORKING FOREMAN**—25 years' practical experience in making sausages, loaves, cutting hogs, curing hams and bacon. Prefer Western states. Box W-20, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Packers Attention!

**ARE YOU INTERESTED** in a man with practical experience in every line of the industry, including: livestock purchasing, departmental cost accounting, packinghouse operations and intelligent merchandising? Successfully operated my own plant for number of years. Have system to handle weekly inventory which assures successful operations. Was one of the organizers of The Institute of American Meat Packers: Vice president and regional director for several years. The advertising campaign now being conducted by The Institute calls for able men in all packing companies to enable them to secure their share of the increased business. Can fill any important position. Correspondence strictly confidential. Box W-25, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

**SUPERINTENDENT-ASSISTANT**—15 years' operating supervision, large and small packers; beef, pork, small stock slaughtering; all operations to finished products, including canning. Efficient handling to effect savings in labor, product, and supplies. Box W-26, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

**SMALL STOCK BUYER**—ten years' experience with Eastern packer on terminal, auction and country markets. Can assume full charge mutton and veal department, both buying and merchandising. Know costs and operating. Age 33, college graduate; health excellent; temperate, bondable. W-14, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Men Wanted

### Sausagemaker

Good opportunity for experienced sausagemaker in Midwestern independent plant. Give experience, age, references, etc. Permanent position. Growing company. W-10, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

**GENERAL BEEF MAN** for cooler sales—New York City—sizable packing branch house. Must be well acquainted Greater New York; able to handle beef department. Know outlets. Must be a merchant and understand the business. When answering, give full particulars, references, age, salary expected. Box W-27, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

**WANTED: BY SMALL** Northwestern Iowa packer, man to take charge of sausage kitchen and curing room. References exchanged. Box W-28, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

**WANTED—SUPERINTENDENT** for Canned Ham and Luncheon Meat Department by Middlewestern packer located about 200 miles from Chicago. Apply E. G. James Company, 332 So. LaSalle St., Chicago, Ill.

**UNUSUAL OPPORTUNITY**—Young man, married, 25 to 30 yrs. old, with selling experience in provisions, by-products and beef; with good education and successful background; accurate at figures. This work requires one who can analyze markets clearly, concisely and accurately, and who has a broad acquaintance among Chicago packers. Knowledge of typing and shorthand desirable. Box 29, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## Equipment Wanted

### Packing Equipment Wanted

Wanted for user 2—50 and 100 lb. Silent Cutters 2—50 and 100 lb. Stuffers: 2—100 and 200 lb. Mixers: 3—Grinders; Filter Press. Lard Cooling Roll. No dealers. W-718, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

**Are You Looking for a Position?**

**Do You Need a Good Man?**

**LIST YOUR NEEDS WITH**

**THE NATIONAL PROVISIONER**

## Equipment for Sale

### Meat Packing Equipment Offerings

- 10—Aluminum St. Jack. Kettles, 40, 60, 80, 100 gal.
- 1—Meakin horis. continuous Cracking Press, with tempering apparatus, 30 h.p. Motor, 800 to 1000 lb. cap. per hour
- 5—9"x10" Revolving Digesters or Percolators.
- 4000 Ft. Drag, Scraper and Screw Conveyor.
- 10—Bartlett & Snow vertical Tankage Dryers
- 25—Dopp Kettles, all sizes
- 10—Hammer Mills, Crushers, Grinders, Pulverizers
- 4—Ice Breakers and Crushers
- 2—Brecht 200 lb. Stuffers, without tubes.
- 1—Brecht Enterprise No. 156 Meat Grinder.
- 1—Brecht 1000-lb. Meat Mixer.
- 1—Brecht 18" Filter Press
- 1—Hand Operated Fat Cutter

Ask for "Consolidated News" listing our large stock. Send us your inquiries—we desire to serve you. What have you for sale? We buy from a single item to a complete plant.

CONSOLIDATED PRODUCTS CO. INC.  
14-19 Park Row, New York City, N. Y.

### The Bunn Tying Machine

is used very generally by packers for tying sausage boxes, bacon squares, picnics, butts, etc. Ties 20-30 packages per minute. Saves twine. Write for our 10-day free trial offer. B. H. Bunn Co., 7609 Vincennes Ave., Chicago, Ill.

**FOR SALE**—Abattoir equipment—all in A-1 condition, delivered New York; 650 round, steel, hog gambrels, roller type with rollers attached. Panama Railroad, 24 State Street, New York, N. Y.

**EQUIPMENT FOR SALE**—1—150-gal. Steam Jacketed Rendering Kettle, in perfect condition and available for immediate delivery. Teeters Packing Co., Columbus, Ohio.

## Miscellaneous

### Cracklings Wanted

ALL KINDS, HARD OR SOFT pressed or unpressed; also bones both in small or large lots. Dep't C, Hill Packing Co., Topeka, Kansas.

**MEAT SPECIALIST** introducing his newest perfected tenderizing process which produces an aged mellowed flavor in a short time speedy cure. Also a vitamin balanced filler helping the sausage maker to blend his products with good results—Write J. L. Wilde, % THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

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## SAUSAGE PROBLEMS? Here's Your Answer!

### "Sausage and Meat Specialties"

The first book of its kind on these important subjects. Sausage manufacturers and sausagemakers are applying it to their daily operations, and prominent educators in agricultural colleges have adopted it as a text book. Modern authentic sausage practices, tested and proven sausage formulas, recommendations for manufacturing and operating procedure and plant layout suggestions highlight the subjects covered in this outstanding volume. Order your copy today . . . price \$5.00, postpaid.

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**BEEF • PORK • VEAL • LAMB  
CANNED FOODS**

**HAMS • BACON • LARD • SAUSAGE**

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Packing Plants: OTTUMWA, IOWA; SIOUX FALLS, SOUTH DAKOTA; TOPEKA, KANSAS



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The finest Polish-Style  
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isfied Tobin customers!



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*While every precaution is taken to insure accuracy, we cannot*



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# School of Refrigeration

Almost simultaneously with the appearance of the first article under the general head of "The National Provisioner's School of Refrigeration" in July, 1938, letters of commendation were received from packers, superintendents, master mechanics and engineers in all sections of the country. The course had hardly gotten under way before requests for reprints began to come in. These have continued in increasing numbers.

"Volume 1, Meat Plant Refrigeration and Air Conditioning" is THE NATIONAL PROVISIONER'S answer to this demand. The author of the articles and the man who revised the first thirty-seven lessons in the course is a meat plant engineer—an expert in packinghouse refrigerating problems.

The articles in this new volume appear in lesson form and are designed to enable those interested in meat plant operation, as well as refrigeration, to acquire a practical working knowledge of this basic subject as well as fundamental information essential to the worker who has ambitions beyond his present job.

**This first edition is limited. Fill out the coupon and mail in your order today. Price postpaid, \$1.50.**

## MEAT PLANT REFRIGERATION AND AIR CONDITIONING

*Volume 1*

Gives you the first thirty-seven lessons in "The National Provisioner's School of Refrigeration," revised to date by the author, in permanent book form.

The volume is indexed in such a manner as to permit ready reference to the many ramifications of any subject covered in the articles. As an example, this is the way the index treats the subject of "Heat."

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The contents of "Meat Plant Refrigeration and Air Conditioning" are the first ever prepared on refrigeration from the packinghouse angle.

**THE NATIONAL PROVISIONER, 407 SO. DEARBORN ST., CHICAGO, ILL.**

Please mail as soon as off the press \_\_\_\_\_ copies of "Meat Plant Refrigeration and Air Conditioning" at \$1.50 per copy to

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Damage done to floors by iron and steel wheels on Trucks in Packinghouses amounts to thousands of dollars every year. ANCO rubber tired Trucks will save your portion of this loss. Your floors will be in better condition, easier to keep clean and safer to work on. These tires are made of special grease resisting rubber of exceptionally long lasting qualities. They will enhance the sanitation and Safety of your plant.

The highest grade Roller Bearings, sealed in these wheels with steel protective grease retaining hub caps, make it much easier for your employees to operate ANCO Trucks. They will be able to handle more products with less energy. Sanitation, Durability, Balance and Ease of Operation are easily recognized features of all ANCO Packinghouse Trucks. There is an ANCO rubber tired roller bearing Truck for every packinghouse requirement.

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117 LIBERTY STREET, NEW YORK, N. Y.

"I'LL TAKE HALF A POUND  
OF THAT—"

"NO—I'LL TAKE  
SOME OF THIS"



"OR—WAIT  
A MINUTE  
THIS LOOKS  
WONDERFUL"

**"Oh Dear, They All Look So Good,  
I Don't Know Which to Get!"**

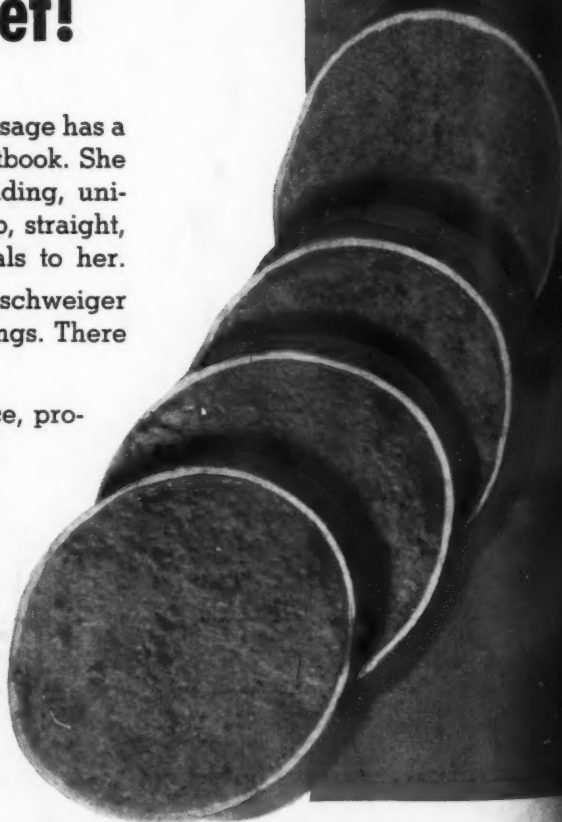
On parade in the dealer's case, the appearance of sausage has a powerful influence on the almighty Lady of the Pocketbook. She may not know—probably doesn't—much about grading, uniformity, processing, etc. But she knows that a plump, straight, well-filled piece of liver sausage (for example) appeals to her.

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**SWIFT'S NATURAL CASINGS** . . . insure fine appearance, protect and enhance fine quality of your sausage.

**SWIFT'S NATURAL CASINGS** . . . do this extremely well because of (1) large, dependable supplies, insuring (2) uniformity through (3) careful grading and (4) skillful processing.

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**Swift's Selected *Natural* Casings**



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